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July 24, 1995 • #139

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Startup Author Jerry Kaplan

7th Annual Venture Capital Issue

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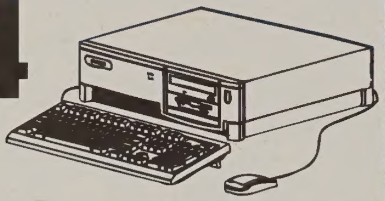

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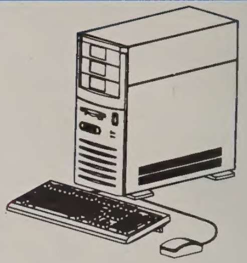

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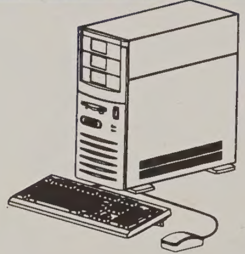

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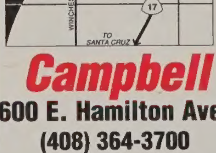
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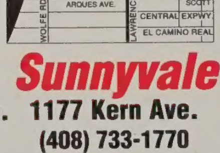
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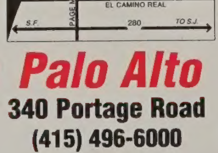
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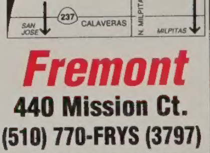
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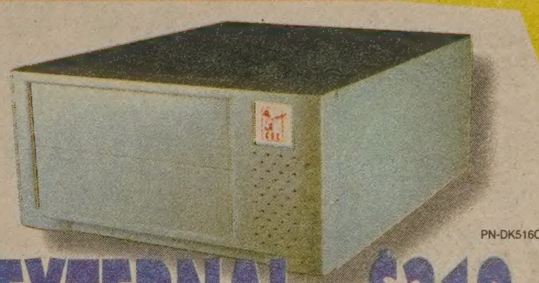

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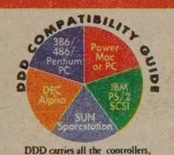

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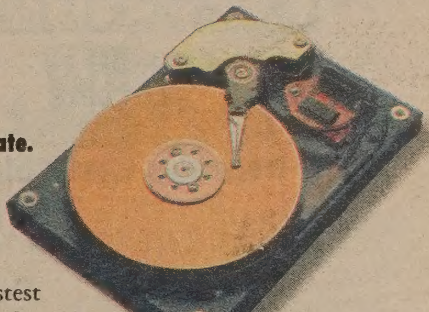

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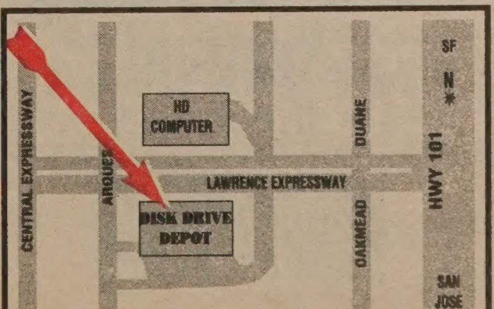

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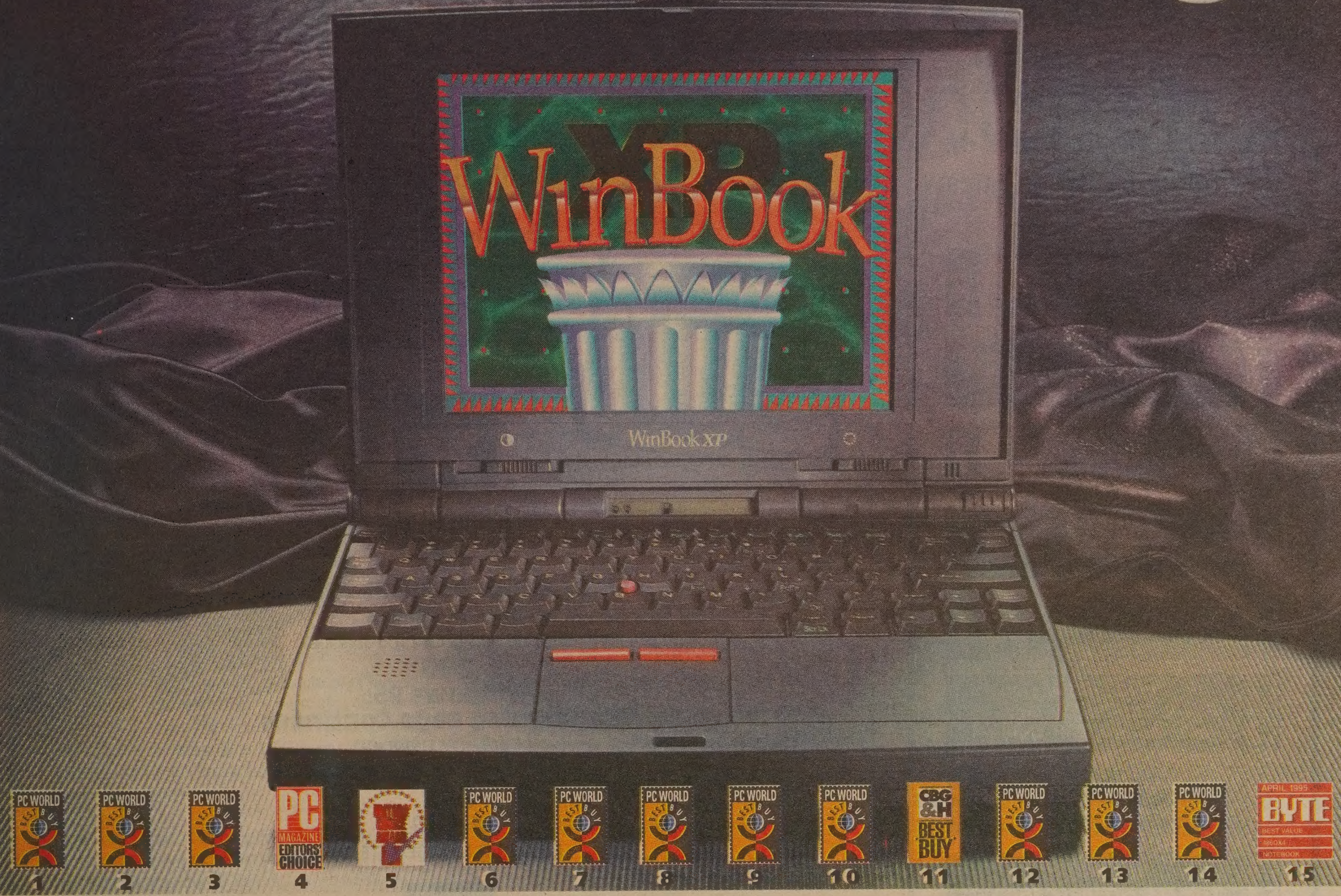
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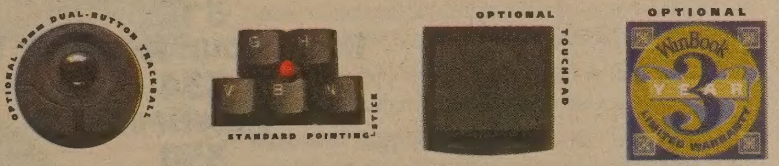
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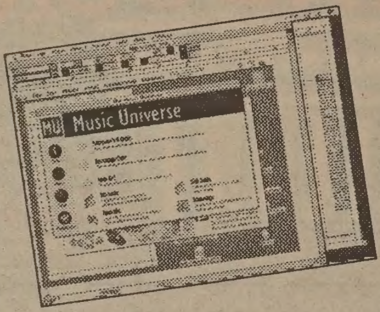

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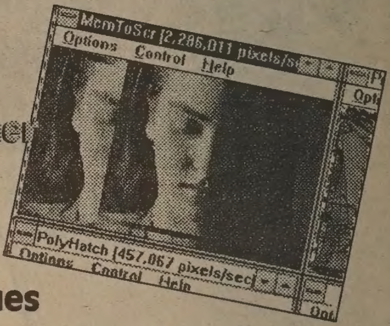

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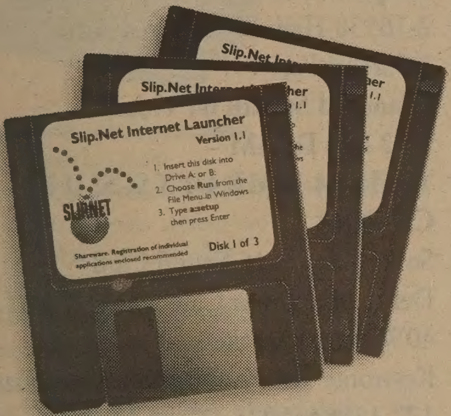
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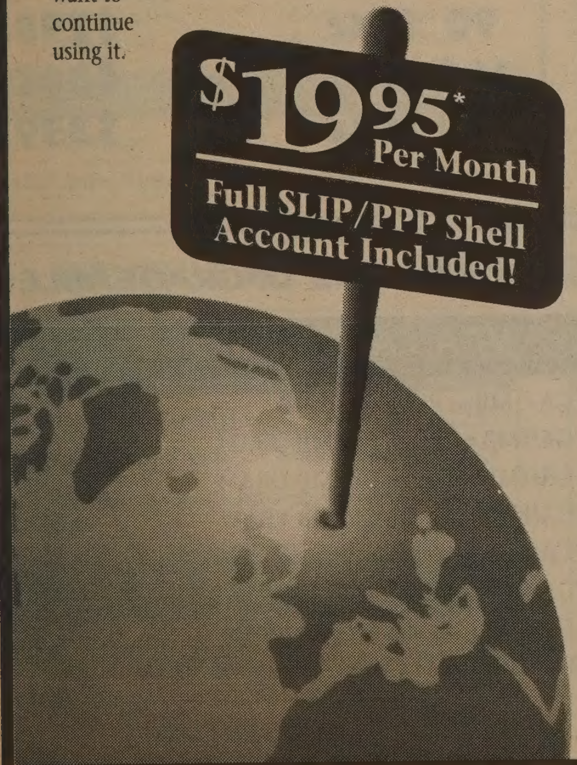
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- Sound Blaster 16 Sound Card
- Microsoft CD titles Bundle (MS Encarta Encyclopedia 95', MS entertainment - And More)
- 40W Stereo Speakers
- Delux Mini Tower Case or Desktop with 230W PSY
- Keytronic 101 Key Enhanced Keyboard
- 15" 1280x1024 .28 Ni Monitor (Digital Control, Low Radiation, Energy Saving, 2 Year Warranty)
- Microsoft Serial Mouse w/ pad
- Microsoft DOS 6.22
- Microsoft Windows for Workgroups 3.11

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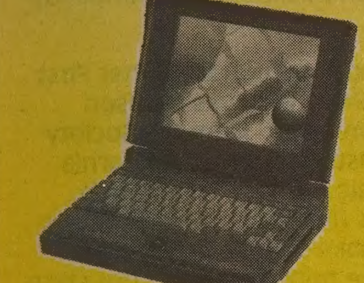

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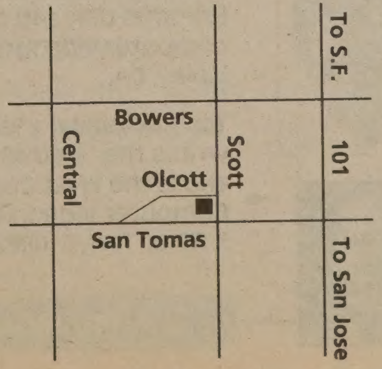

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Credit Where It's Due

In last month's issue, we inadvertently neglected to credit the photo of Alvin Toffler on the cover. The photographer is Robert Basile; Photoshop enhancements were done by our own Rick Colby. We sincerely apologize to one and all who were inconvenienced by this oversight.

—eds.

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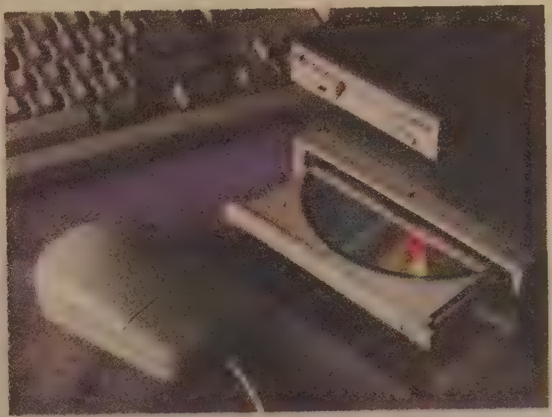

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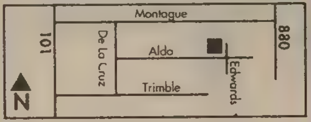

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News and Views

BY PAUL HOFFMAN

Industry Insights

IBM Wants Notes, Buys Lotus

In a bold move that cost it over $3.5 billion, IBM purchased Lotus for cash in what started off as a hostile takeover. Within a week of the initial announcement, however, Lotus CEO Jim Manzi capitulated and agreed to the buyout.

The ramifications of the purchase won't be known for a few years, because it is not clear to what extent IBM's corporate culture will change Lotus. Still, the move is one of the biggest mergers in the computer business to date—and has certainly garnered Lotus far more publicity for Notes than any of its own marketing efforts ever did.

The purchase came at a time when Microsoft was getting most of the computer press coverage for the imminent release of Windows 95. Windows 95 will have much greater networking capabilities built into the operating system, which will in turn probably bring many more people into the wild world of networking. Lotus Notes, the product of greatest interest to IBM, is by far the most popular example of a recent type of software called "groupware" that allows networked users to exchange information easily.

IBM's Motivations

IBM CEO Lou Gerstner stated very clearly from the first day that what IBM wanted was Notes. In many ways, this makes good sense for IBM because Notes' biggest market is in the corporate world, where IBM still has a very strong presence. Under an agreement with Lotus, IBM has been selling Notes to IBM's customers since last year, but with only mixed success. By buying Lotus, IBM hopes to gain from every sale of Notes, not just those made to big corporations.

At the same time, Gerstner made it clear that all IBM was really interested in was Notes, not Lotus's other products. This took many people by surprise because Lotus was one of the only large software manufacturers to support IBM's OS/2 operating system. Comments made by Gerstner disappointed many of OS/2's biggest supporters, as well as the sales and marketing staff within IBM. Those comments also put off many of IBM's loyal corporate customers who have continued to use OS/2 even though Microsoft's Windows outsells OS/2 by over 40-to-1.

IBM believes that the sale of Notes will take off soon, as more and more PC users are networked together. Part of its plan is to let people participate in Notes workgroups over the Internet, which is certainly becoming more popular by the minute. Further, IBM wants to bundle the Notes server with its midrange server computers. Many corporate customers would prefer this to the current situation with Notes servers, which requires that they buy the hardware and operating system from one vendor, but the Notes server from another.

> LOTUS NOTES, THE PRODUCT OF GREATEST INTEREST TO IBM, IS BY FAR THE MOST POPULAR EXAMPLE OF A RECENT TYPE OF SOFTWARE CALLED "GROUPWARE" THAT ALLOWS NETWORKED USERS TO EXCHANGE INFORMATION EASILY.

Why Notes Might Be So Important

Groupware is a term that's been bounced around for many years in the computer industry, but very few products in the groupware market have been successful. In fact, Notes is one of the only groupware products that has any name-brand recognition at all. Part of the problem is that groupware is not a well-defined market like spreadsheets and database management.

The main parts of groupware include email, group meeting scheduling, document flow (making sure that a report has been approved by all the right people in a certain order), writing collaboration (allowing people in a group to edit and comment on a document at the same time), and multiuser forms. There is lots of software that does some of this, but Notes was the first popular software that combined it all with enough sales clout to sell more than one million copies.

As you can imagine, being able to automate a task such as sequential approval of a document, and to do it without having to print ten copies, could make life a lot easier for many large organizations. Notes is also attractive to small companies where the employees are not in the same office all the time, such as when salespeople are on the road a great deal. As networking on individual PCs becomes easier, groupware programs become more realistic.

Another major factor in Notes' success is that many small companies have sprung up to support Notes development at the customers' sites. For example, if your company wants to use Notes to do a specific function like collaboration on architectural drawings, there may be a Notes developer who has already created that application and will sell it to you for much less than it would cost for you to create it yourself.

Why Notes Hasn't Already Taken Over The World

It is important to understand that Notes is a framework for creating groupware applications, not a complete application itself. Out of the box, Notes comes with some sample applications, and these may be sufficient for some small companies. However, in order to get good value out of Notes, you have to develop applications that match your company's current way of doing business, and this is where Lotus has stumbled.

Large corporations have large staffs of programmers who create custom programs or augment prepackaged programs for the corporation. To these companies, creating Notes applications is like writing new programs. In order to do this, they have had to learn the language of Notes. Although Notes is not hard to use, there is certainly a substantial learning curve for programmers who are new to Notes. Many large companies have chosen not to buy into Notes until there are more premade applications available for it.

For small companies, the problem is even greater. Without a programming staff, a small company would find it very hard to just start up with Notes unless they had an outside company creating customized applications for them. If this sounds very much like the early 1980s and the advent of the small business computer, it should. Early adopters of Notes will spend much more time reinventing the wheel and learning to cope with technical problems that will disappear with future releases of the software than people who wait a year or two.

IN ORDER TO GET GOOD VALUE OUT OF NOTES, YOU HAVE TO DEVELOP APPLICATIONS THAT MATCH YOUR COMPANY'S CURRENT WAY OF DOING BUSINESS, AND THIS IS WHERE LOTUS HAS STUMBLED.

Will IBM Be Able To Handle Notes?

During the week between when IBM started the takeover and when Lotus (actually, Manzi) accepted the terms, many Notes customers expressed reservations about how well Notes could fare under IBM's ownership. Because Notes is not nearly as mature as it will be in a few years, many

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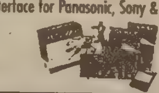

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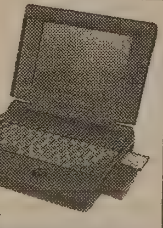

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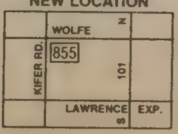

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on Systems.

Insights *continued...*

people worry that it will suffer at the hands of IBM in the way that many good technologies have in the past. This is particularly worrisome for current Notes users who are relying on Lotus to move the platform forward in ways that IBM might not be interested in.

Although the Lotus of 1995 is nothing like the Lotus of 1985, it is nonetheless very different from the IBM of 1995. The corporate culture of Lotus could easily suffer under IBM. One of the ways that IBM was able to get Lotus employees to agree to support the buyout was to reverse the recently announced cutbacks that Lotus had started to implement. Of course, that's probably a temporary move, and another year of poor sales on Lotus's part will certainly convince IBM to start cutting or reorganizing in ways that simply cause people to leave.

> IBM WILL NOW EMPHASIZE THE NOTES ENVIRONMENT, NOT THE OS/2 ENVIRONMENT, AS ITS STRATEGIC PLATFORM FOR THE FUTURE. HOW DO YOU THINK THAT MAKES OS/2 USERS FEEL?

In many ways, IBM may be a boon for Notes sales in the large corporate market because of IBM's well-established ties. On the other hand, companies buying Notes from Lotus knew that that was all that Lotus was really selling them; buying Notes from IBM can be much more complicated, and IBM's intentions are not as clear, given its myriad of other products. IBM's failures to sell well in other markets, most notably the networking market, does not bode well for Lotus if customers start seeing it as too much a part of IBM.

The perception of how much Lotus is an IBM company will be very important for Notes sales in the next few years. Companies that had bought other software from IBM, only to have IBM discard it with little notice, are not likely to start using Notes. In fact, IBM may have already poisoned a great deal of that market with its pronouncements about how the Lotus purchase was really about Notes and had nothing to do with OS/2. It became clear that IBM will now emphasize the Notes environment, not the OS/2 environment, as its strategic platform for the future. How do you think that makes OS/2 users feel?

And Then There's The Financials

IBM paid almost $3.5 billion for Lotus. More than half of Lotus's revenue for 1995 will come from Notes and cc:Mail, Lotus' email system.

Insights continued on page 254
Stock Chart on page 24

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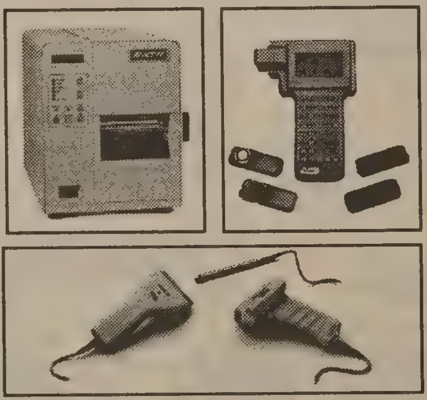

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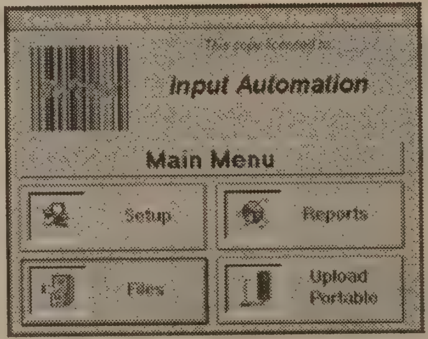

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MicroTimes Stock Index Reaches New Mark

EXCH	COMPANY		TICKER SYMBOL	CLOSING PRICE 06/07/95	CLOSING PRICE 07/05/95	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD	P/E RATIO	ANNUAL IVIDEN RATE	ANNUAL IVIDEND YIELD	ANNUAL HIGH	ANNUAL LOW
	SOFTWARE											
OTC	Adobe	(H)	ADBE	53.50	59.00	5.50	10.28	107	0.20	0.34	66.50	27.00
OTC	Autodesk	(H)	ACAD	40.00	43.00	3.00	7.50	33	0.24	0.56	44.50	23.25
OTC	Borland		BORL	13.38	12.94	-0.44	-3.27	-	0.00	0.00	14.38	6.00
OTC	Informix	(H)	IFMX	22.44	26.50	4.06	18.11	49	0.00	0.00	27.00	7.88
OTC	Lotus	(H)	LOTS	62.38	63.88	1.50	2.40	-	0.00	0.00	64.13	25.00
OTC	Microsoft	(H)	MSFT	84.00	90.69	6.69	7.96	39	0.00	0.00	92.38	46.88
OTC	Novell	(H)	NOVL	20.25	19.75	-0.50	-2.47	38	0.00	0.00	23.25	13.75
OTC	Oracle	(H)	ORCL	35.25	38.75	3.50	9.93	39	0.00	0.00	40.50	23.75
OTC	Software Publishing		SPCO	3.50	3.50	0.00	0.00	39	0.00	0.00	6.25	2.88
OTC	Symantec	(H)	SYMC	25.38	27.88	2.50	9.85	36	0.00	0.00	30.00	10.50
	HARDWARE											
OTC	Apple	(H)	AAPL	43.13	46.50	3.38	7.83	11	0.48	1.03	50.13	25.50
OTC	AST Research		ASTA	17.63	16.00	-1.63	-9.22	-	0.00	0.00	19.25	10.38
NYS	Compaq	(H)	CPQ	40.00	45.38	5.38	13.44	14	0.00	0.00	46.63	29.50
NYS	Digital Equipment	(H)	DEC	42.13	40.13	-2.00	-4.75	-	0.00	0.00	49.50	18.38
OTC	Dell	(H)	DELL	53.13	60.13	7.00	13.18	15	0.00	0.00	61.75	24.88
NYS	Hewlett-Packard	(H)	HWP	68.50	76.13	7.63	11.13	20	0.80	1.05	77.38	36.00
NYS	IBM	(H)	IBM	89.88	96.75	6.88	7.65	15	1.00	1.03	99.38	54.50
NYS	Silicon Graphics	(H)	SGI	38.13	41.63	3.50	9.18	33	0.00	0.00	42.00	21.25
OTC	Sun Microsystems	(H)	SUNW	48.88	48.88	0.00	0.00	16	0.00	0.00	51.38	19.25
NYS	Xerox		XRX	111.38	120.38	9.00	8.08	17	3.00	2.49	125.88	90.63
NYS	Tandy	(H)	TAN	46.75	52.50	5.75	12.30	18	0.72	1.37	53.13	33.38
	CPU'S											
NYS	Advanced Micro Devices	(H)	AMD	33.75	35.38	1.63	4.81	11	0.00	0.00	39.25	22.25
OTC	Intel	(H)	INTC	56.56	63.75	7.19	12.71	22	0.16	0.25	66.38	28.13
NYS	LSI Logic	(H)	LSI	34.13	39.88	5.75	16.85	34	0.00	0.00	42.63	11.88
NYS	Motorola	(H)	MOT	59.50	69.00	9.50	15.97	25	0.40	0.58	69.50	43.38
	COMMUNICATIONS											
NYS	AT&T	(H)	T	49.88	53.88	4.00	8.02	17	1.32	2.45	59.00	47.25
NYS	BellSouth Corp.	(H)	BLS	60.38	63.63	3.25	5.38	15	2.76	4.34	64.50	50.50
OTC	MCI		MCIC	20.25	22.00	1.75	8.64	17	0.05	0.23	25.88	17.25
NYS	Northern Telecom		NT	37.75	36.13	-1.63	-4.30	24	0.44	1.22	41.00	28.00
NYS	Pacific Telesis	(H)	PAC	27.13	26.75	-0.38	-1.38	10	2.18	8.15	33.50	25.63

KEY: NYS = NEW YORK ASE = AMERICAN OTC = OVER THE COUNTER
(H) = NEW HIGH REACHED IN PERIOD (L) = NEW LOW REACHED IN PERIOD

MARKET DIARY:

ADVANCES	22
DECLINES	6
UNCHANGED	2
NEW HIGHS	24
NEW LOWS	0

MOST ACTIVE ISSUES:

LARGEST DOLLAR GAINER	Motorola	$	9.50
LARGEST DOLLAR LOSER	Digital Equipment	$	-2.00
LARGEST PERCENTAGE GAINER	Informix		18.11 %
LARGEST PERCENTAGE LOSER	AST Research		-9.22 %

	CLOSE 06/07/95	CLOSE 07/05/95	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD
MICROTIMES STOCK INDEX	6982.06	7437.77	455.70	6.53
DOW JONES INDUSTRIAL AVERAGE	4462.03	4615.23	153.20	3.43
STANDARD & POOR'S 500 INDEX	533.13	547.26	14.13	2.65
N.Y.S.E COMPOSITE	286.96	293.21	6.25	2.18
NASDAQ COMPOSITE	881.58	941.82	60.24	6.83

CLOSING QUOTES FOR GRAPH:

DATE	MICRO TIMES	DOW JONES
10/27/94	5478.47	3875.15
12/16/94	5370.37	3807.19
01/18/95	5832.57	3928.98
02/16/95	5961.54	3987.52
03/15/95	6042.96	4038.37
04/12/95	6270.71	4197.81
05/10/95	6571.21	4404.62
07/05/95	7437.77	4615.23

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Technology stocks continued to climb upward for the month ending July 5, 1995. Specifically, the MicroTimes Stock Index jumped 455.70 points, or 6.53%, to close at 7437.77, marking yet another record high. In comparison, the Dow Jones Industrial Average gained 153.20 points, or 3.43%, to 4615.23, and the S&P 500 Index rose 14.13 points, or 2.65%, to close at 547,26.

In our index, advancing issues outpaced declining issues by an 11-to-3 margin, and there were 24 issues reaching new 52-week highs, compared to zero issues dipping to new 52-week lows.

Turning to stocks in the MicroTimes Index:

Symantec Corp. agreed to acquire the Toronto-based Delrina Corp. for $415 million in stock. The acquisition will broaden Symantec's line of products to include fax transmission software. Last month, shares for Symantec Corp. rose 2.50 points, or 9.85%, to close at $27.88.

Adobe Systems Inc. announced a definitive agreement to acquire Frame Technology Corp. by exchanging common stock of the two companies valued at approximately $500 million. The acquisition will extend Adobe's leadership in products that support creation, delivery, and access of information. Moreover, Adobe announced net income of $33.9 million, or 51¢ a share, for the second quarter ended June 2, 1995. This was compared to $17.3 million, or 28¢ a share, in the year-ago quarter. Shares for Adobe jumped 5.50 points, or 10.28%, to close at $59.

Tandy Corporation reported sales of its continuing operations in the US and Canada retail business to be $384.6 million for the month ended June 1995. This was a 23% increase over $312.9 million in the same month last year. Shares for Tandy jumped 5.75 points, or 12.30%, to close at $52.50.

Dell Computer Corporation announced it has signed a licensing agreement with Microsoft Corporation in which Dell will offer Microsoft's Windows™95 operating system to be factory-installed on its computer systems. Shares for Dell leaped 7 points, or 13.18%, to close at $60.13 for the month of June.

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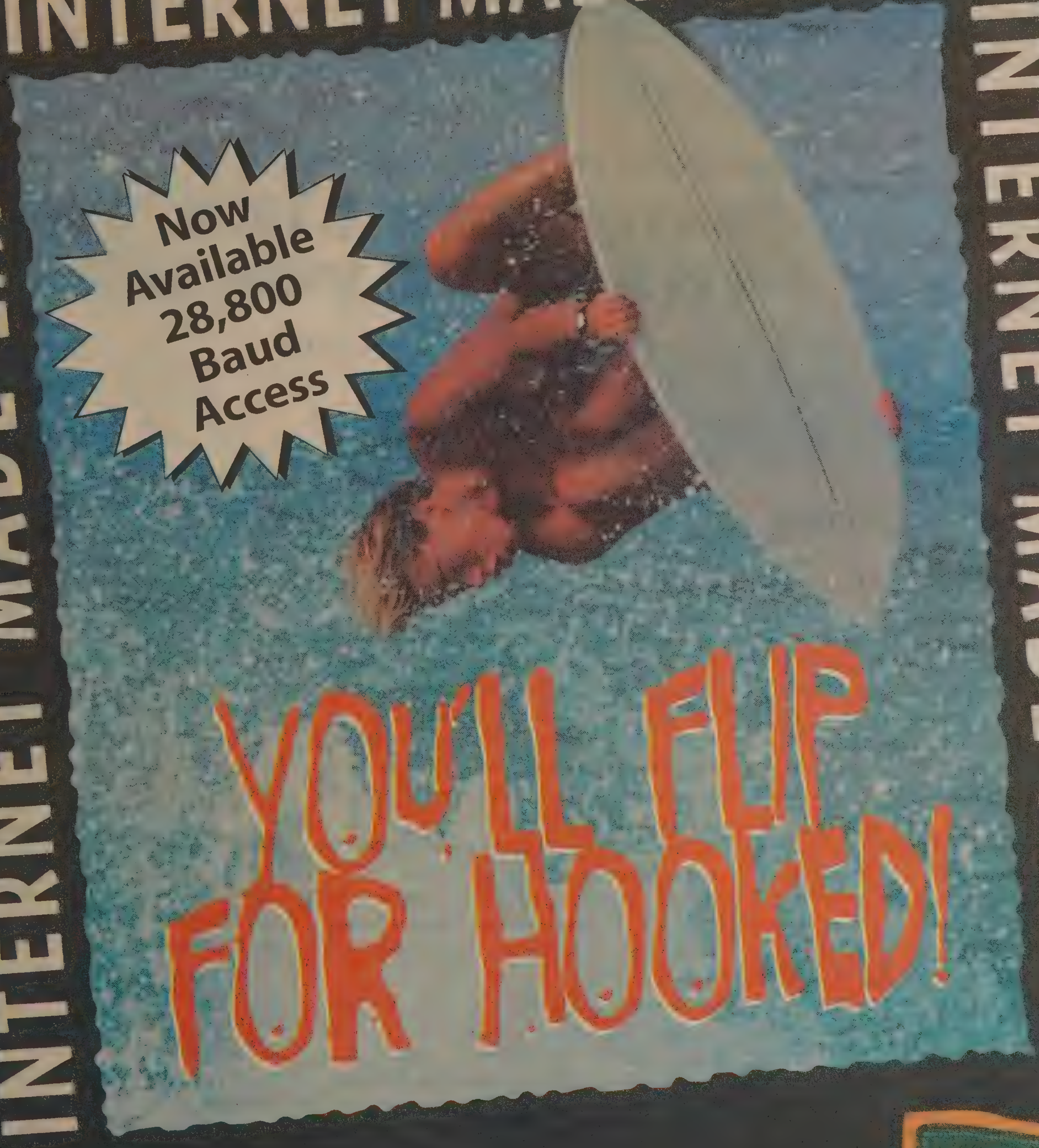

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REALIZABLE FANTASIES • BY JIM WARREN

With A Congress Like This, Who Needs An Ayatollah?

Censorship Is Alive And Well

Here's an exciting review of last month's thrilling progress in Orwellia—formerly known as Washington, D.C.—towards the complete demolition of that disgusting, dangerous First Amendment, the idiotic proposal that mere citizens could be allowed to have freedom of expression without proper government control.

As print newspapers continue to die due to exploding costs of paper, delivery, and labor—leaving only the largest and most obedient establishment rags to spew pre-landfill advertising to money-emitting couch-potatoes—it is clear that online communications are the only possibility for unfettered diversity of views and effective interaction among assemblies of citizens.

And Congress is not about to risk it!

The senior Demopublicans and Republicrats are zealously ramming the government's censor-prone nose—or similar protuberance—up everyone's sheets, into everyone's love letters (and hate letters), and most especially into the only communications channel that's economical and available for mere citizens.

By the time you read this, the congressional herd should have given their final obedient bleats in favor of the following:

Be Annoying; Go To Jail

Passed by the Senate on June 14, 84 to 16, the so-called "Exon amendment" to the Telecommunications Deregulation Act (S.652) makes it a federal crime with a penalty of up to $100,000 and/or two years in prison for using any "telecommunications device" to "**make, create, or solicit any comment, request, suggestion, proposal, image, or other communication which is obscene, lewd, lascivious, filthy, or indecent,**" if its intent may be to "annoy" anyone—or "abuse, threaten, or harass."

This ignores that there are already ample federal and state statutes for prosecuting those who abuse, threaten, or harass—with or without the aid of a telecom device.

This is nothing less than imposing government censorship of words and images that are fully protected when they are sound waves or ink on paper. The lame excuse for imposing government control is that the expression is aided by a telecom device.

(Interestingly, phone sex services are excluded from this mandate, as long as the phone companies continue to make huge political contributions to congressional incumbents—uh, I mean, as long as the sex services are for commercial purposes and do not involve minors. *Honest!* There is an explicit exemption granted if it's commercial sex for adults.)

This prohibition against adult communication when assisted by telephony was introduced by Sen. Jim Exon (D-NB) a few months ago as S.314, aided by Sen. Slade Gorton (R-WA)—and was even worse than the current form. Nonetheless, all members of both parties on its key Senate committee passed it unanimously without debate.

Making clear what he thought of the Constitution, Exon said, "We must brush aside the ACLU and others who want to get hung up on constitutional rights" (reported in the June 8 *Communications Daily*).

Two centuries ago, the king didn't like unfettered speech, either. That's why those upstart rebels made freedom of expression their first-enacted civil liberty.

Repression To Be: Examples

No more nasty comments by phone or fax to your elected representative, or your boss who just fired you, or to slovenly service providers, nor to the fifth telephone solicitor to call during dinner.

Perfectly legal movies that you can see or rent will be felonies when delivered by wire and wireless. Articles and stories that you can read in print—that some prosecutor, somewhere, might consider indecent—will be prohibited online. Siskel and Ebert will have to censor otherwise-legal comments or images if they might offer them in online reviews.

As cable operators begin offering telecommunications and phone companies begin offering videos, this legislation can threaten them into submission, lest they dare to allow any filthy *NYPD Blue* tush to enter a home via telecomm, much less anything so awful as the

continued on page 250

Bottom line: *Freedom of expression that is protected in its voice and print forms, is to be controlled by government censors when aided by electronics.*

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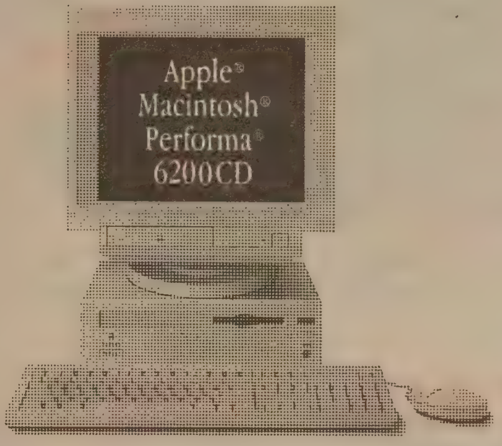

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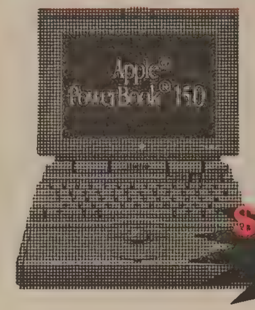

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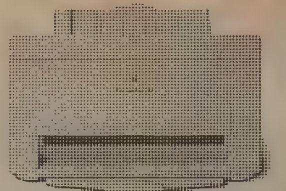

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Apple® LaserWriter® 16/600/PS w/Toner	$2298.99

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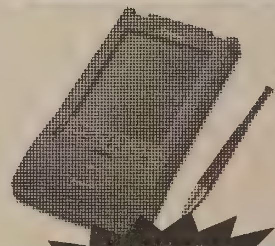

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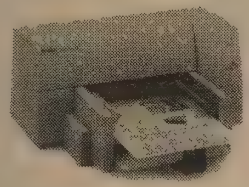

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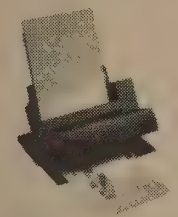

Hewlett Packard DeskJet/DeskWriter 320 Printer

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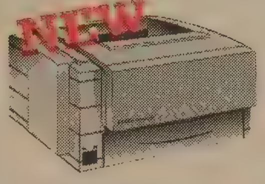

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- 600 DPI

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HP Scanjet 3C

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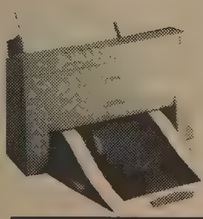

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- Support 16.7 million colors

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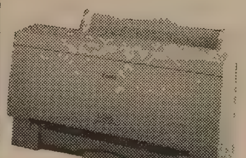

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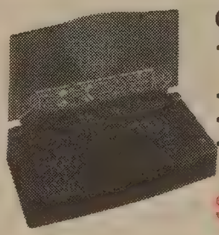

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ON DEMO

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Letters

Parental Discretion Advised

We are the founders of the SafeSurf Organization, consisting of parents and concerned citizens dedicated to making the Internet safe for children. Our approach is multitiered. It involves classification, filtering, and parental education. We believe that this type of system is more effective than censorship, and is better for our children's future.

We feel that last month's vote on the Exon bill was a political decision, not a parental decision. If the Senate wants a proper bill, we are offering many sound technological suggestions. It does not seem to want a solution, it wants censorship.

Censorship is one of the most-used tools to protect those in power and provide them with an easy way out. Once people learn that they can solve problems without censorship, a secretive government is no longer tolerated.

The Senate does not seem to understand the technology of the Internet. If it did, it would realize that the same technology that can enable hackers to distribute information and then disappear into cyberspace, could easily be adapted by a cooperative online community as an effective means of filtering information to minors.

The Senate, however, is well aware of information filtering because it is requiring this for the broadcast industry in a measure passed earlier in the week. Why was the online community not given similar options?

Children are not the focus of this bill, they are its pawns. We are here to protect the children and their future.

Censorship is a concept that extols the fear of the free flow of information. In contrast, SafeSurf believes in protecting the children and the rights of their parents.

Wendy Simpson & Ray Soular
SafeSurf
Van Nuys

For information about SafeSurf, contact Ray Soular (818)902-9320, SafeSurf@aol.com, *Web site:* http://www.safesurf.com/wave/

Clones Vs. Name Brands: Another View

While I agreed in general with your article, "Brand Name Systems vs. Clones," (Networking, Issue #137) I thought you missed a couple of key points.

The major advantage cited in favor of name brands was nationwide commitment to on-site service. The catch there is that you may be locked into having to use the name brand's service organization, whether or not you are satisfied with their service. Given their sole source position with proprietary parts, they may charge steep prices and lack responsiveness, because they know you're stuck with them.

Worse yet, if they go out of business or at least out of the PC business (both of which are not unlikely, even for an IBM, to say nothing of Dell, DEC, AST, Compaq, Packard-Bell, and so forth), you could end up with a whole network of orphaned computers.

On the other hand, as you pointed out, clones are built with off-the-shelf parts. There are hundreds of independent service organizations who are eager to compete to be allowed to provide on-site service for your standard (i.e. clone) computers. Such providers include everything from major global corporations to local "starving student" operations, with someone to fit every situation. If you don't like the service you get from your independent operator, hire someone else.

Those independent service companies would probably also offer to service your proprietary name brand equipment, but getting parts can be a problem. Even if the manufacturer is willing to provide parts to a third-party servicer, at some point, any proprietary parts will cease to be available at any cost. Likewise, drivers to make custom components talk to new peripherals may not be available.

Then there is the "voiding the warranty" issue if anyone besides the manufacturer opens the case. The warranty is probably not worth the time to worry about with a clone. If a part quits, just replace it.

The other rationale often used by LAN managers (who often seem to be converted IBM mainframe people) is that by sticking with a single manufacturer you can standardize your setup and simplify all sorts of installation and maintenance problems. The trouble is, they keep coming out with new models and dropping the old ones (remember PS/2?) which means you can never maintain a LAN full of identical computers. The best you can do is buy standardized clones, which minimizes the differences.

I have an old computer out in my garage made with custom components by a company which quit supporting it. It is junk. On the other hand, I have a clone computer in the house which has had every component except the case and power supply upgraded one by one over a period of years. That computer is still in service. Which would I rather have on my network? Without question, the clone.

John R. MacDougall
La Crescenta

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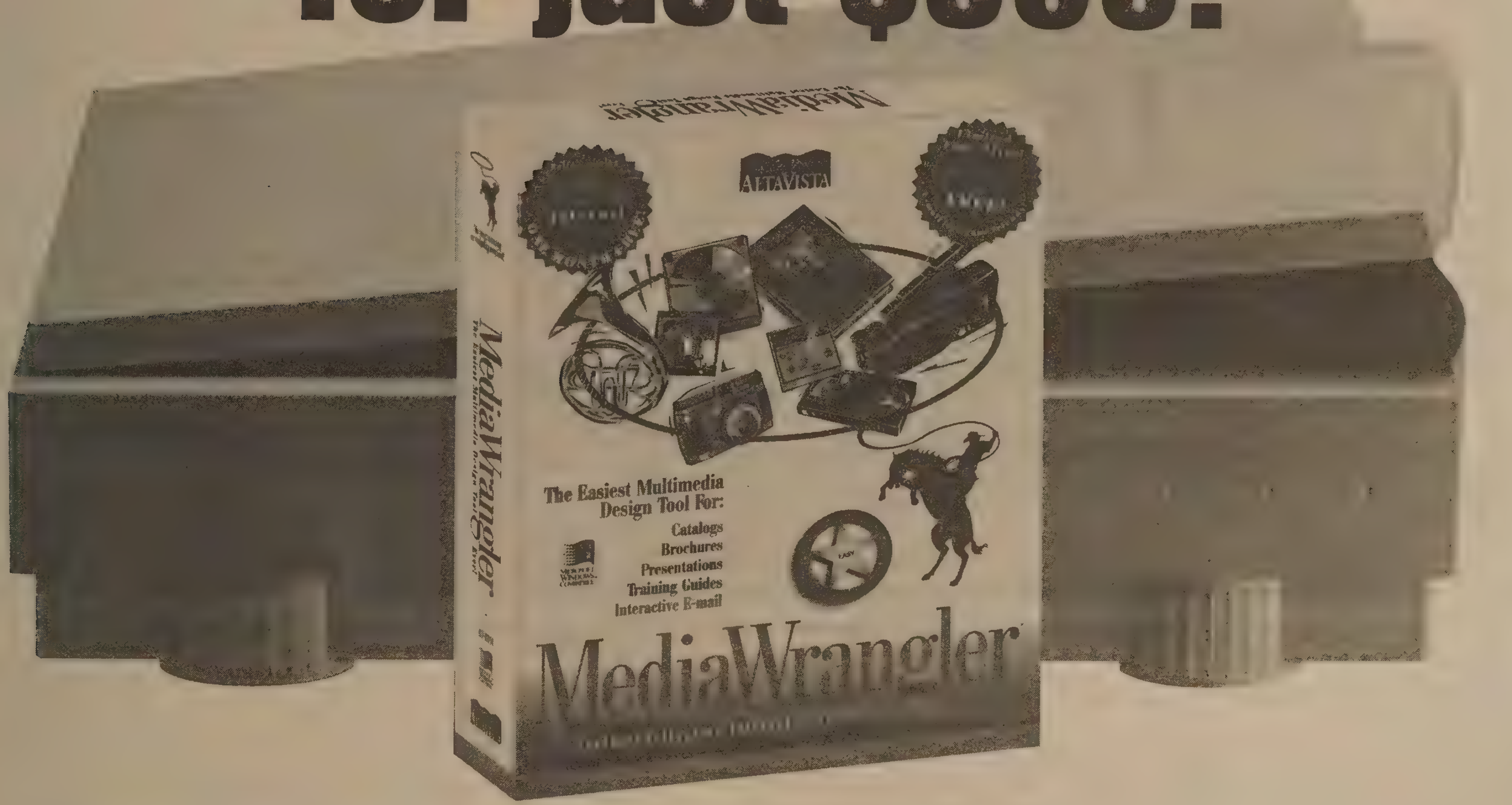

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The 6200 is a state-of-the-art color scanner, delivering 24-bit, true color scans at up to 4800 dpi. It can scan a 5" x 7" color photo at screen resolution in less than 10 seconds, and along with MediaWrangler Pro, it comes with DynaScan software (a $295 value) and a DynaSCSI interface card and cable.

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ENVISIONS

826 Mahler Road, Burlingame, CA 94010

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MONDAY-FRIDAY 6:30-5, SATURDAY 9-1

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Doug Responds

In Issue #137, reader Gary Kovacs took issue with Amiga columnist Doug Nakakihara's comments about Windows. Here is Doug's response.

Thank you for your letter regarding my recent column on Amiga users switching to the PC. I thank you because I appreciate any feedback, and because your statements illustrate the exact fallacy I was trying to get my readers to avoid believing.

Recall that I was talking about running Windows NT and LightWave 3D on a PC. Amiga users contemplating this are often professionals who earn money with their machines. Personally I use two 40MHz 68040 Amigas with 100MB of RAM between them.

Are you suggesting I do my videographics work on a Pentium with 16MB of RAM? I could no more do my work on such a machine than I could do desktop publishing with Notepad.

The real cost is $2495 (your figure) plus more RAM, larger monitor, SCSI II controller, Windows NT, PC LightWave, Photoshop, etc. The $6000 I estimated was the amount of money someone like me would have to pay to switch platforms, and that would only cover the basics. The cost is significant.

That said, my wimpy 486SX33 laptop suggestion was a cheap stopgap solution to gain portable access to PC business tools and software. (Did you think I was going to do videographics with it?) I realize that PCs are faster, cheaper, and better supported. I plan to get a real one when it makes good business sense. (Hopefully, by then, the PC's OS, bus, and CPU standards issues will be settled.)

Despite your statement to the contrary, Motorola has promised '060s in quantity this summer. NoahJi's will be releasing an Amiga-compatible with a DEC Alpha coprocessor. Furthermore, the new Amiga technology owner, Escom, has indicated that it plans to move the AmigaOS to the PowerPC.

There seems to be some future for the Amiga. So for now, I'll continue to impress clients and earn lots of money with my Amiga graphics.

Douglas J. Nakakihara
Electrical Language
Simi Valley, CA

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Number of Employees
○ 1 to 10 ○ 50 to 100
○ 10 to 50 ○ Over 100

What is Your Purchase Time Frame?
○ 1 Week ○ 3 Weeks
○ 2 Weeks ○ 4 Weeks

Please Rank Your Choice
H=High L=Low
Ⓗ Ⓛ Price Ⓗ Ⓛ Service
Ⓗ Ⓛ Reseller Ⓗ Ⓛ Warranty
Ⓗ Ⓛ Onsite Support
Ⓗ Ⓛ Compatibles
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○ PC COMPATIBLE ○ MACINTOSH
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○ PC NOTEBOOK ○ Network FILESERVER
○ MACINTOSH NOTEBOOK

PICK YOUR PREFERENCES
○ Name Brand
○ Compatibles
○ No Preference

Step 1: Enter PC System Brand Name & Model #, If Preference

Step 1: Enter NoteBook Brand Name & Model #, If Preference

Quantity / Choices
① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨
10 or More ○

My Budget For System is ○ Under $1000 ○ $1000 to $1999 ○ $2000 to $2999 ○ $3000 to $3999 ○ $4000 to $4999 ○ Over $5000

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○ PENTIUM ○ 486 ○ 386 ○ MAC QUADRA/PERFORMA ○ MACPOWER PC

CPU MHz SPEED:
○ DX4 ○ DX2 ○ DX ○ SX ○ SLC ○ Quadra ○ PowerPC
○ 133 ○ 120 ○ 100 ○ 90 ○ 80 ○ 75 ○ 66 ○ 60 ○ 50 ○ 40

BUS TYPE ○ PCI ○ VLB ○ EISA ○ ISA

CACHE ○ 64K ○ 128K ○ 256K ○ 512K

RAM: ○ 1MB ○ 2MB ○ 4MB ○ 8MB ○ 16MB ○ 32MB ○ 64MB ○ 128MB

HARD DISK DRIVE: ○ 100MB+ ○ 300MB+ ○ 500MB+ ○ 1GB+ ○ 4GB+
○ IDE ○ SCSI ○ 200MB+ ○ 400MB+ ○ 700MB+ ○ 2GB+ ○ 8GB+

MONITOR: ○ SVGA ○ VGA ○ MONO ○ 26 DPI
○ 14" ○ 15" ○ 17" ○ Non Interlace ○ 28 DPI
○ 20" ○ 21" ○ Multisync

FLOPPY DRIVE: ○ 1.44MB
and/or ○ 1.2MB

FAX MODEM: ○ Internal ○ External
○ 9600bps ○ 14400bps ○ 28800bps

CASE TYPE: ○ Mid Tower
○ Desktop ○ Full Tower

VIDEO CARD RAM ○ 512KB
○ 1MB ○ 2MB ○ 3MB ○ 4MB

POINTING INPUT DEVICES: ○ Any Mouse ○ MS Mouse ○ Keyboard
○ Serial ○ Bus ○ PS2 ○ Trackball ○ Joystick ○ Ball Point ○ Pen

OPERATING SOFTWARES NEEDED: ○ DOS ○ OS2
○ Mac ○ UNIX ○ MS Windows

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○ 3X
○ 4X

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SOUND CARD
○ 16Bit
○ 32Bit

SPEAKERS
○ Less Than 25W
○ 25 to 50W
○ 50 to 75W
○ More Than 75W

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○ Dual Scan Color ○ Active Color

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○ Type II ○ Type III ○ Type IV

○ Audio Capable ○ Docking Station
○ Fax Modem ○ Extra Battery

STEP FIVE: NETWORKING NEEDS: ○ Please Contact Me on My Networking Needs Indicated Below
○ Software ○ Hardware ○ Consultation ○ Design ○ Installation ○ Administration ○ MS Workgroups
○ Users 2 to 10 ○ Users 10 to 50 ○ Users Over 50 ○ Lantastic ○ Apple Talk ○ Novell ○ MS NT

STEP SIX: UPGRADES and PERIPHERALS. ○ Ink Jet Printer ○ Tape Backup ○ Accelerator
○ Color Printer ○ Dot Matrix Printer ○ Laser Printer ○ Flat Bed Scanner ○ Digitizer ○ Hand Scanner

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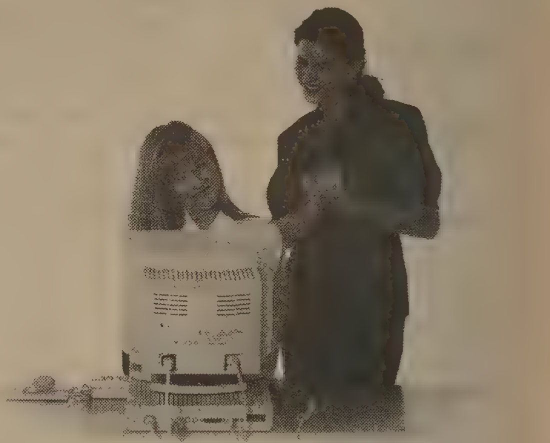
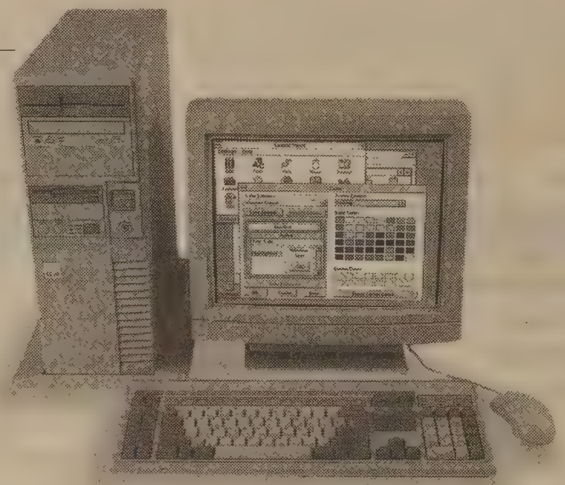
Victoria™ Series

THE ULTIMATE IN SPEED AND POWER... TRITON CHIPSET, PENTIUM 133MHz WITH VRM ARCHITECTURE, UPGRADABLE TO PENTIUM 150 MHz/180MHz!

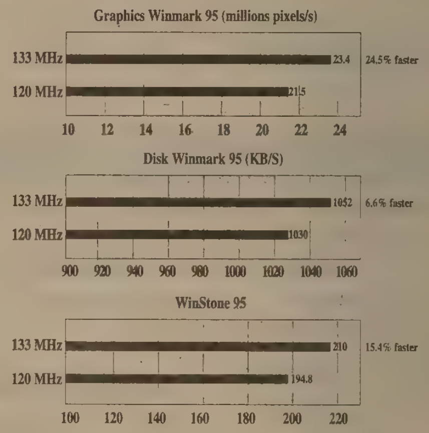


GOLD



- *Pentium MotherBoard with 256k Cache*
- *Intel Pentium Processor & CPU FAN*
- *8MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *1.2GB IDE Hard Drive*
- *MAG DX 15" Non-interlaced Monitor*
- *Diamond Stealth 64 PCI Video Card W/2MB VRAM*
- *2-Serial Ports 1-Parallel Port 1-Game*
- *Mid Tower Case w/230W Power Supply*
- *101-KEY Enhanced Keyboard*
- *Microsoft Serial Mouse*
- *Free Mouse Pad*
- *Microsoft DOS 6.22*
- *Microsoft WINDOWS 3.11*
- *QUAD Speed EIDE CD ROM*

75MHZ	$2095
90MHZ	$2195
100MHZ	$2295
120MHZ	$2645
133MHZ	$3195



SILVER

- *Pentium MotherBoard with 256k Cache*
- *Intel Pentium Processor & CPU FAN*
- *8MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *1.0GB SCSI Hard Drive*
- *MAG DX 15" Non-interlaced Monitor*
- *Diamond Stealth 64 PCI Video Card W/2MB VRAM*
- *Adaptec 2940 PCI SCSI Controller*
- *2-Serial Ports 1-Parallel Port 1-Game*
- *Mid Tower Case w/230W Power Supply*
- *101-KEY Enhanced Keyboard*
- *Microsoft Serial Mouse*
- *Free Mouse Pad*
- *Microsoft DOS 6.22*
- *Microsoft WINDOWS 3.11*
- *QUAD Speed SCSI CD ROM*

75MHZ	$2495
90MHZ	$2595
100MHZ	$2695
120MHZ	$3045
133MHZ	$3595

**** Microsoft Office 4.3 $340***

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WE CUSTOM BUILD ALL OUR SYSTEMS TO FIT YOUR NEEDS!

GRAY

- *Intel Zappa Triton MotherBoard with 256k Cache*
- *Intel Pentium Processor and CPU FAN*
- *16MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *1.2GB EIDE Hard Drive*
- *17" Non-Interlaced Monitor*
- *Diamond Stealth 64 PCI Video Card W/2MB VRAM*
- *ON Board PCI Enhanced IDE Controller*
- *2-16550 Serial Ports 1-Parallel Port*
- *Mid Tower Case w/230W Power Supply*
- *101-KEY Enhanced Keyboard*
- *Microsoft Serial Mouse*
- *Free Mouse Pad*
- *Microsoft DOS 6.22*
- *Microsoft WINDOWS 3.11*

Media Magic 4X Multimedia Kit

- *QUAD Speed IDE CD ROM*
- *16 Bit Sound Card & Stereo Speaker*
- *Compton's Encyclopedia 95*
- *Chessmaster 3000*
- *Mavis Beacon Teaches Typing*
- *US Atlas & World Atlas*

75MHZ	$2795
90MHZ	$2895
100MHZ	$2995
120MHZ	$3345

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WHITE

- *Intel Zappa Triton MotherBoard with 256k Cache*
- *Intel Pentium Processor and CPU FAN*
- *8MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *540MB SCSI Hard Drive*
- *15" Non-Interlaced Monitor*
- *Diamond Stealth 64 PCI Video Card W/2MB DRAM*
- *Adaptec 2940 PCI SCSI Controller*
- *2-16550 Serial Ports 1-Parallel Port*
- *Mid Tower Case w/230W Power Supply*
- *101-KEY Enhanced Keyboard*
- *Microsoft Serial Mouse*
- *Free Mouse Pad*
- *Microsoft DOS 6.22*
- *Microsoft WINDOWS 3.11*
- *QUAD Speed EIDE CD ROM*

75MHZ	$2095
90MHZ	$2195
100MHZ	$2295
120MHZ	$2645

BLACK

- *Intel Zappa Triton MotherBoard with 256k Cache*
- *Intel Pentium Processor and CPU FAN*
- *4MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *420MB IDE Hard Drive*
- *14" Non-Interlaced Monitor*
- *Diamond Stealth 64 PCI Video Card W/1MB DRAM*
- *ON Board PCI Enhanced IDE Controller*
- *2-16550 Serial Ports 1-Parallel Port*
- *Mid Tower Case w/230W Power Supply*
- *101-KEY Enhanced Keyboard*
- *Microsoft Serial Mouse*
- *Free Mouse Pad*
- *Microsoft DOS 6.22*
- *Microsoft WINDOWS 3.11*
- *Double Speed CD ROM*

75MHZ	$1495
90MHZ	$1595
100MHZ	$1695
120MHZ	$2045

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• PRICE GOOD THRU JULY 31, 1995

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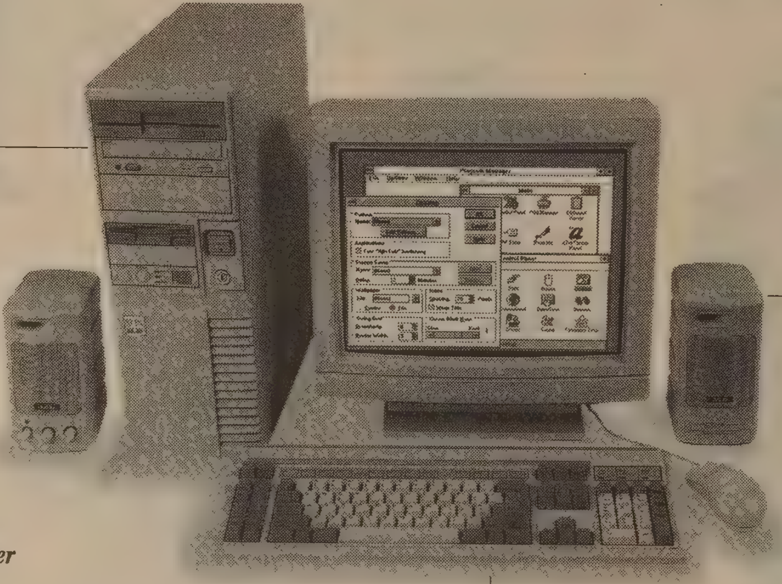


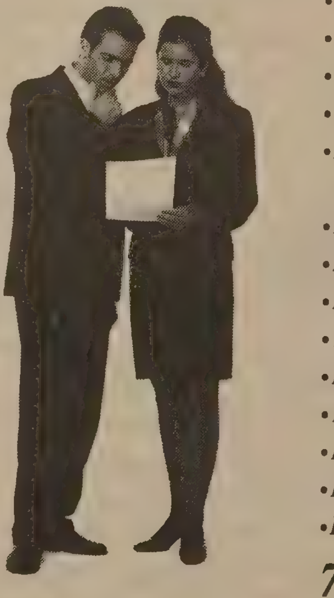
GREEN

- *Asus Pentium MotherBoard with 256k Cache*
- *Intel Pentium Processor & CPU FAN*
- *8MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *1.2GB IDE Hard Drive*
- *17" Non-interlaced Monitor*
- *Diamond Stealth 64 PCI Video Card W/2MB DRAM*
- *ON Board PCI Enhanced IDE Controller*
- *2-16550 Serial Ports 1-Parallel Port*
- *Mid Tower Case w/230W Power Supply*
- *101-KEY Enhanced Keyboard*
- *Microsoft Serial Mouse*
- *Free Mouse Pad*
- *Microsoft DOS 6.22*
- *Microsoft WINDOWS 3.11*

Impression 4X IDE Multimedia

- *Quad Speed IDE CD ROM*
- *16 Bit Sound Card & Stereo Speaker*
- *Microsoft Encarta 95*
- *Microsoft Works*
- *Microsoft Money*
- *Microsoft Entertainment Pack*

75MHZ	*$2395*
90MHZ	*$2495*
100MHZ	*$2595*



BLUE

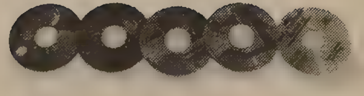
- *Asus Pentium MotherBoard with 256k Cache*
- *Intel Pentium Processor & CPU FAN*
- *4MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *540MB SCSI Hard Drive*
- *15" Non-interlaced Monitor*
- *Diamond Stealth 64 PCI Video Card W/1MB DRAM*
- *NCR PCI SCSI Controller*
- *2-16550 Serial Ports 1-Parallel Port*
- *Mid Tower Case w/230W Power Supply*
- *101-KEY Enhanced Keyboard*
- *Microsoft Serial Mouse*
- *Free Mouse Pad*
- *Microsoft DOS 6.22*
- *Microsoft WINDOWS 3.11*
- *Double Speed CD ROM*

75MHZ	*$1695*
90MHZ	*$1795*
100MHZ	*$1895*

RED

- *Asus Pentium MotherBoard with 256k Cache*
- *Intel Pentium Processor & CPU FAN*
- *4MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *420MB IDE Hard Drive*
- *14" Non-interlaced Monitor*
- *Diamond Stealth 64 PCI Video Card W/1MB DRAM*
- *ON Board PCI Enhanced IDE Controller*
- *2-16550 Serial Ports 1-Parallel Port*
- *Mid Tower Case w/230W Power Supply*
- *101-KEY Enhanced Keyboard*
- *Microsoft Serial Mouse*
- *Free Mouse Pad*
- *Microsoft DOS 6.22*
- *Microsoft WINDOWS 3.11*
- *Double Speed CD ROM*

75MHZ	*$1445*
90MHZ	*$1545*
100MHZ	*$1645*



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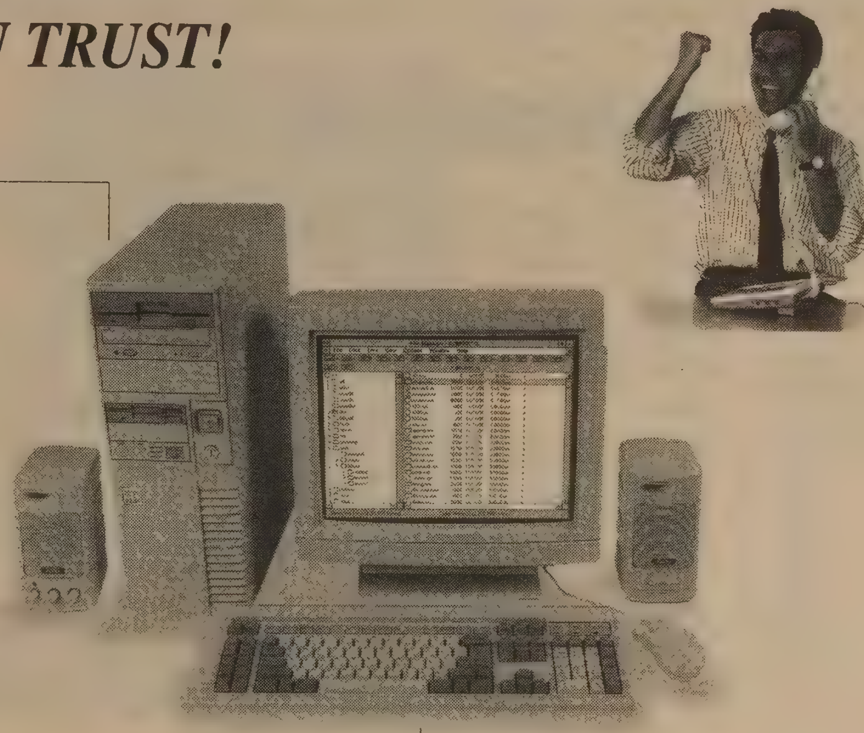

CYAN

- *Asus 486 PCI VLB MotherBoard with 256k Cache*
- *Intel 486 Processor & CPU FAN*
- *8MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *540MB IDE Hard Drive*
- *15" Non-interlaced Monitor*
- *Diamond Stealth SE Pro PCI Video Card W/1MB*
- *ON Board PCI Enhanced IDE Controller*
- *2-Serial Ports 1-Parallel Port*
- *Mid Tower Case w/230W Power Supply*
- *101-KEY Enhanced Keyboard*
- *3 Button Serial Mouse*
- *Free Mouse Pad*
- *Microsoft DOS 6.22*
- *Microsoft WINDOWS 3.11*

Microsoft Upgrade Multimedia Kit

- *Double Speed CD ROM*
- *16 Bit Sound Card & Stereo Speaker*
- *Microsoft Encarta 95*
- *Microsoft Works*
- *Microsoft Money*
- *Microsoft Golf*
- *Microsoft Baseball*
- *Microsoft Entertainment Pack*

66MHZ $1599
100MHZ $1699

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YELLOW

- *Asus 486 PCI VLB MotherBoard with 256k Cache*
- *Intel 486 Processor & CPU FAN*
- *4MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *540MB IDE Hard Drive*
- *14" Non-interlaced Monitor*
- *Diamond Stealth SE Pro PCI Video Card W/1MB*
- *ON Board PCI Enhanced IDE Controller*
- *2-Serial Ports 1-Parallel Port*
- *Mini Tower Case w/230W Power Supply*
- *101-KEY Enhanced Keyboard*
- *3 Button Serial Mouse*
- *Free Mouse Pad*
- *Microsoft DOS 6.22*
- *Microsoft WINDOWS 3.11*
- *Double Speed CD ROM*

66MHZ $1195
100MHZ $1295

MAGENTA

- *Asus 486 VLB MotherBoard with 128 Cache*
- *Intel 486 Processor & CPU FAN*
- *4MB Ram Exp. to 128MB*
- *1.44MB Floppy Drive*
- *420MB IDE Hard Drive*
- *14" Non-interlaced Monitor*
- *32-Bit VLB Graphic Accelerator Card W/1MB*
- *VLB 2H/2F IDE Controller*
- *2-Serial Ports 1-Parallel Port 1-Game*
- *Mini Tower Case w/230W Power Supply*
- *101-KEY Enhanced Keyboard*
- *3 Button Serial Mouse*
- *Free Mouse Pad*
- *Microsoft DOS 6.22*
- *Microsoft WINDOWS 3.11*
- *Double Speed CD ROM*

66MHZ $1095
100MHZ $1195

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3.12 5/10/25 User(Regular)	*$595/1375/2095*
4.1 5/10/25 User(OEM)	*$560/1195/1895*
4.1 5/10/25 User(Regular)	*$695/1495/2195*

Danpex

PCI Ethernet Card	*$129*
EN-2400PB 16Bit BNC s/w	*$42*
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EN-2400P3 16Bit Combo 3-in-1	*$47*
EN-6200P2 1PCMCIA Combo	*$150*
EN-6000BT Pocket Lan 10BT	*$135*
EN-4001 4Port 10BT Hub	*$125*
EN-800A 8Port 10BT Hub	*$155*
EN-1212A 12Port 10BT Hub	*$325*
Modular Print-Server For Netware	*$325*

Ethernet Adapters

Compatible

NE-2000 16bit Coax/10BT	*$42*
NE-2000 16bit Combo	*$47*
NE-2000 16bit 5 pack	*$235*
EP-888A Pocket Ethernet BNC+10BT	*$145*
EP-808A 8Port Ethernet HUB	*$199*
EC-812 12Port Ethernet HUB	*$449*
EE-840 32Bit EISA Ethernet	*$289*

Intel

Etherexpress 16 16bit 5Pack/20pack	*$575/1995*
16bit Ethernet Combo PCLA 8100	*$129*
16bit Ethernet BNC PCLA 8110	*$115*
16bit Ethernet 10BT PCLA 8120	*$115*
16bit Ethernet Combo PCLA 8105/Flash	*$159*

INFO Express

Ethernet Adapter 16Bit BNC/10TP	*$60*
32Bit VLB/Combo	*$139*

3COM

3C503 Etherlink II 16 Coax/TP	*$167*
3C503 Etherlink II 16 5pack	*$785*
3C507 Etherlink II 16 Coax/TP	*$295*
3C509 Etherlink III Coax/TP	*$117*
3C509 Etherlink III 5pack	*$528*

SMC

Ether card plus elite 16 Coax/TP	*$119*
Elite ultra 16bit Coax/TP	*$115*
Elite ultra 16bit 6pack/24pack	*$675/2375*
SMC Ultra 16 Bit Ethernet Combo	*$135*

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DATA TECHNOLOGIES INC

PCMCIA UTP	*$199*
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32-bit PCI 4-Port UTP Full Duplex	*$529*
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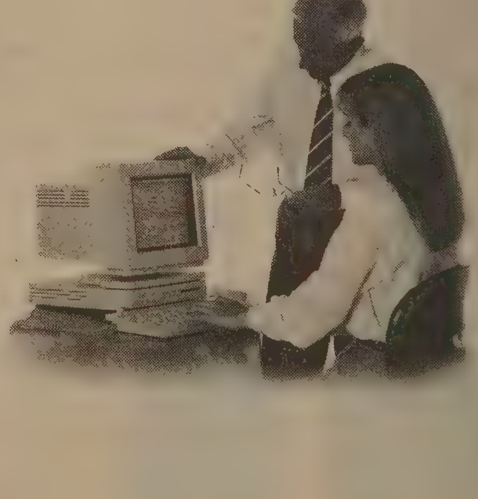
SYSTEM DESCRIPTION	486	or PENTIUM	
BUS TYPE	EISA	PCI	VLB
CPU	33 / 50 / 60 / 66 / 75 / 90 / 100 / 120 / 133 / 150 / 180		
CACHE	128 / 256 / 512 / 1MB		
MEMORY	4 / 8 / 12 / 16 / 24 / 32 / 64 / 128 / EDO		
KEYBOARD	101 ENHANCED / MICROSOFT EURO / OTHER		
FLOPPY	1.2 / 1.44 / COMBO		
HARD DRIVE	SIZE / BRAND____________________		
CONTROLLER	E-IDE / IDE / SCSI	PCI / VLB / ISA	
I/O PORT	2S1P / 2SQO1G / 2S-16550 1B-DIRECTIONAL PARALLEL		
VIDEO CARD	MGP / SVGA / ISA / VLB / PCI / 512 / 1M / 2M /3M / 4M / 8MB		
MONITOR	14" / 15" /17" / 20" / 21"	MODEL / MAKE________	
FAX/MODEM	INT / EXT 14.400 / 28.800	MODEL / MAKE________	
BACK-UP	INT / EXT FD / SCSI 250 MB / 350 / 700 / DAT 2G / 4G / 8G		
CD-ROM	INT / EXT IDE / E-IDE /SCSI 2X /4X / 6X		
SOUND CARD	SoundBlaster / BASIC / SCSI / MCD / AWE32 / GENERIC 16 BIT		
MOUSE	MS / LOG / GENERIC SERIAL / BUS / TRACKBALL		
NETWORK	ISA / EISA / BLV / PCI / MAKE / MODEL______________		
SOFTWARE	MS WINDOWS 3.11 / WINDOWS 95 / IBM OS/2 WARP / DOS / OTHER		
OPTIONS	______________________________		



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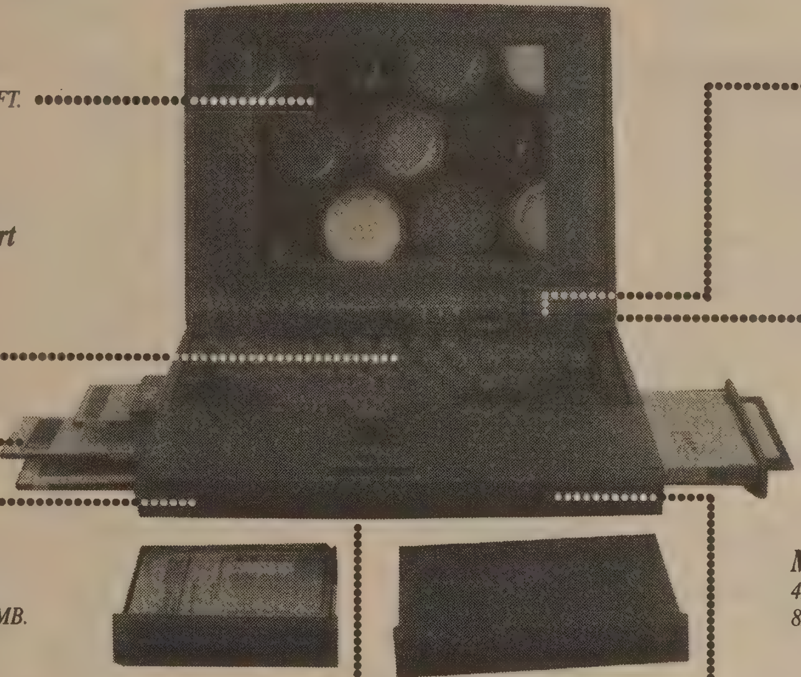

Detachable, LCD Display
from mono to color DSTN to color TFT.

Full Intel Processor Support
486SX-33 to 100MHz Intel DX4.

PCMCIA Support
Two Type II or one Type III.

Removable Hard Disk
from 250MB through 340MB to 540 MB.

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Four drive bays and three slot.

Portable Power
Up to 4 hours battery life.

Memory Support
4MB RAM, upgradable to 8MB or 20MB.

Full Suite of Interface
Serial/parallel ports, PS/2 Keyboard/mouse ports, external SVGA port.

Road Ready Multimedia
Built-in speaker, microphone, and digital sound chip.

STEP Notes ship with MS-DOS, MS-Windows and Claris Works for Windows. We also carry PCMCIA cards, as well as a complete line of key components.

Warranty Service for EVEREX is carried by manufacturer direct!

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- *Intel 486 Processor*
- *4MB RAM Expandable to 20MB*
- *340MB Removable Hard Drive*
- *Removable Color Display*
- *Removable 1.44MB Floppy Drive*
- *Removable Built-in Trackball*
- *1MB VESA Local Bus SVGA*
- *86 Key Keyboard*
- *Built-in Microphone and Speaker*
- *One Type III or Two Type II PCMIIA Slots*
- *MS DOS 6.22 & WINDOWS 3.1*
- ***3 Year Warranty/24 Hours Hot Swap***

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DX2-66 $1945
DX4-100 $2145

TFT Color
DX2-66 $2595
DX4-100 $2745

EVEREX STEP NOTE P75

- *Intel Pentium Processor*
- *128K Flash BIOS & 256 EXT Cache*
- *8MB Expandable to 32MB*
- *Removable 520MB Hard Drive*
- *1MB Local Bus SVGA*
- *Removable DSTN/TFT Color Display*
- *Removable 1.44MB Floppy Drive*
- *Built-in Microphone and Speaker*
- *86 Key Keyboard*
- *One Type III or Two Type II PCMCIA Slots*
- *MS DOS 6.22 & WINDOWS 3.1*
- *Built-in Touch Pad*

Dual Scan Color $Call
TFT Color $Call

Notebook Accessories

4MB MEM Kit	*$200*
8MB MEM Kit	*$400*
16MB MEM Kit	*$800*
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28.8 Modem (PCMCIA)	*$249*
Ethernet (PCMCIA)	*$139*
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Docking Station	*$349*
AC Adapter	*$59*
Portable 2X CD-ROM Drive	*$279*
Automobile 110V Adapter	*$59*
PS/2 Numeric Keypad	*$59*
340MB to 524MB HD ADD	*$165*
520MB to 810MB HD ADD	*$255*

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The Lessons Of The Poqet PC

The Shape Of Things To Come

Recently it came to my attention that a large number of one of the early sub-subnotebook computers, the Fujitsu Poqet PC, has been purchased by California Digital, a reseller based in Gardena, California. (Note that Fujitsu currently markets a line of palmtops which also uses the Poqet name and which should not be confused with the original Poqet PC I'm speaking about here.)

The Poqet PC, originally priced at around $2000, is now being sold for the somewhat humiliating (yet perhaps attractive to some) price of $189, while supplies last. This "classic" Poqet is a small, portable, handheld DOS-compatible computer with 512K of RAM, an 8086-compatible processor running at 7MHz, and two PCMCIA 1.0 slots which can be used for SRAM expansion cards and some other types of cards.

Although this is a remarkable opportunity for antique collectors, as well as those who might want to pick up a usable ultrasmall computer real cheap, it prompted me to wonder why this original Poqet PC never really took off (even though the similarly featured HP 95LX, 100LX, and 200LX seem to be doing just fine). The Poqet (pronounced, somewhat inexplicably, "pocket" and not "pokay" as one might expect) is in many ways similar to the HP in design, functionality, and power. Both machines support MS-DOS, both machines have a rather small amount of internal storage, and both machines are meant to be ultraportable. Yet the HP has succeeded where the Poqet failed.

Note that the Poqet was not the only machine of its size to fail; a number of other manufacturers, including Sharp, Atari, and others, attempted to market machines like the Poqet, yet today none of them are currently having success with any keyboard-based machines in this class of "sub-subnotebook" PCs—except HP.

The machines had similar features and performance. Although there were some notable functional differences (for example, the built-in applications varied considerably in ease-of-use and power), overall, the units were generally quite comparable. However, they were—with the exception of the HP—just a little bit larger than you could actually fit into your pocket.

There is a kind of rule in the world of full-sized notebook computers: Give the user everything. The user seems to want from a laptop not a scaled-back, less powerful machine than they could get on their desktops; rather, they desire, at least insofar as it is possible, a desktop machine in a portable package. This now includes luxuries like CD-ROM drives, multimedia graphics support, sound cards, SCSI interfaces, Ethernet connectivity, high-speed fax modems, you name it, you can get it—to go. The smaller subnotebook category, although growing, seems to be hindered somewhat by the fact that machines of that size tend to have slightly less power than their notebook cousins.

There is a dearth of machines between the ultrasmall palmtop (the HP 100LX, the Sharp Wizard and Zaurus, the Casio BOSS, etc.) and full-function, full-featured notebooks. This isn't because manufacturers haven't tried to span that gap; people simply haven't bought it. Far from being impressed by the 80 x 25 character screens and somewhat usable keyboards on these sub-subnotebooks, users seem to have been turned off by the lack of features, storage, speed, and other amenities compared to what they get from a notebook computer. Yet go down a little in size and you find that the ultrasmall category of machine, pocket computers,

The success of the HP series of pocket computers says a lot about what you need to do in order to be successful in the ultraportable category.

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The HP Advantage

I think the success of the HP series of pocket computers says a lot about what you need to do in order to be successful in the ultraportable category. The primary difference between the HP and the other would-be palmtop powerhouses is simply that the HP is more portable. A tiny difference, but one which I think makes all the difference in the world.

People don't want to compromise on power, functionality, ease-of-use, or keyboard size—unless they get something big in return. Or, in this case, unless they get something really small. The fact is, the Poqet PC, as well as many other similar palmtops, was simply not significantly more portable than a notebook computer. Any larger than the HP100LX, and you cannot really carry it in any pocket; you have to wear a jacket with a big pocket or carry a purse. Who wants to wear a jacket in hot weather? Where would you put your sub-subnotebook then? Next to your notebook tucked away in a backpack at home, probably.

The HP LX series computers, however, were and are small enough to fit almost anywhere, which makes them significantly different from both their notebook cousins and their subnotebook brethren. You can stick a computer like that in your pocket and hardly know it's there. You can literally have your 100LX with you nearly all the time, like a wallet or an address book. It's possible to do real work on these machines; they can run spreadsheets, text editors, even word processors. They are, of course, significantly less powerful than desktops or notebooks; however, they have nearly unlimited portability and extensive battery life (some pocket organizers have batteries which can last literally months before needing replacement).

The whole class of pocket-sized computers, ranging from $30 credit-card address books to $500 HP 100LX-class machines, is thriving. Every machine in this range has been successful due to the same features noted above: a lot of functionality in a tiny pocketable package. By contrast, machines that have attempted to fit in the size range above these machines, such as the Apple Newton, the Fujitsu Poqet, and others, have had sales far below initial projections.

The Future

Time will tell if the Sony MagicLink will suffer a similar fate; it has a number of advantages over these other machines, notably the presence of the MagicCap and Telescript technology, giving it more user-friendly access to the global information network. The Motorola Envoy has wireless connectivity, giving it a potentially winning edge. However, Telescript is a proprietary technology that has not yet caught on; and the MagicLink and the Envoy do not yet have access to the real global information network, the World Wide Web.

Of course, looking to the past to project into

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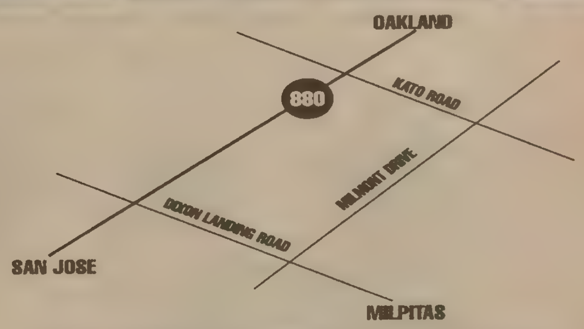

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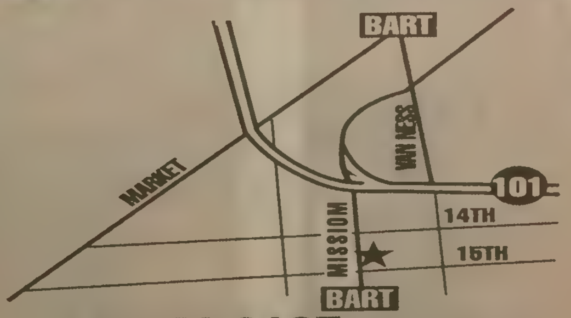

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Palmtops *continued...*

the future is the easiest form of prognostication, and it's quite possible that sub-subnotebooks will someday take off. But for right now, that category is still stuck on the tarmac, awaiting something special to give it some extra oomph which is needed to get it off the ground. Meanwhile, notebooks will continue to get thinner and lighter—but they'll probably retain their full-sized keyboards and color displays for some time to come.

Speaking of Small...

Wildfire Communications, Incorporated has taken the concept of portability one step further and come up with a design for a personal digital assistant driven by voice commands, weighing zero pounds and taking up no room whatsoever. The Wildfire Electronic Assistant keeps track of appointments, sends and receives voice messages, forwards messages to many people at once, and maintains a contact list for the user. Because it is voice-activated, the system does not require a complicated user interface, a keyboard, or even a pen; you just talk to it.

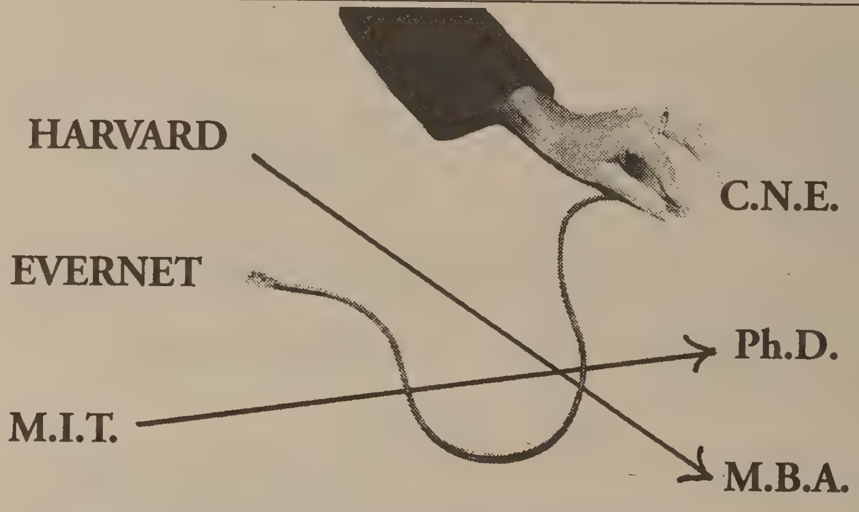
The way it works is simple: You call it up on the phone, any phone, anywhere, and conduct the transactions over the phone, via intuitive voice commands. I had an opportunity to listen to a demonstration of the system and found it to be quite impressive. While making a single phone call you can listen to your messages, take incoming calls, call people, set up conference calls, broadcast a voice message to a number of recipients, and set up personal reminders.

> *The primary difference between the HP and the other would-be palmtop powerhouses is simply that the HP is more portable.*

I've often been on the road and tried to make a series of calls and also check my messages; I would have found it convenient to be able to do this without having to constantly redial my calling card number. Of course, it's possible to make another call by hitting the "#" key—if the other party has hung up. But what if you get an answering machine? In that case, you have to hang up and dial the calling card number all over again.

With Wildfire, however, even while you're talking with someone, you simply say the word "Wildfire" and the electronic assistant appears. At this point you can end the call, take another incoming call, call someone else, and so forth. This seems to me to be pretty convenient (unless, of course, you happen to work for a rural fire department).

The voice commands are quite chatty; for example, you can say things like "give him a call" or "I'll take it" (meaning, "I'll take the incoming call"). It's hard to say how long it would take to learn the commands in the sys-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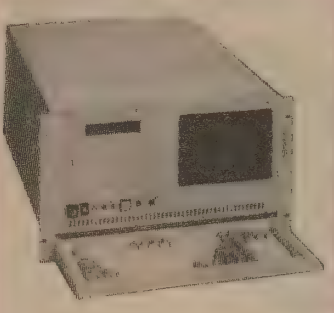

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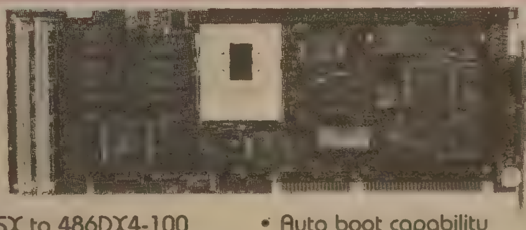

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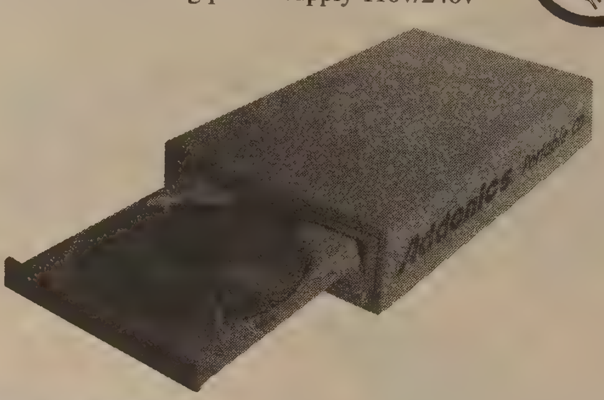

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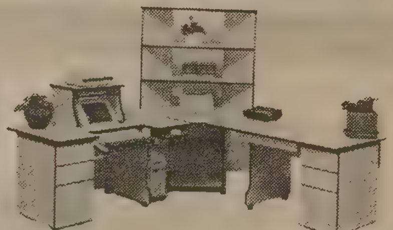

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Palmtops *continued*

tem, but care seems to have been taken to make the interface user-friendly and intuitive. The tone of the system is much like having a conversation. Wildfire prompts you for information and you provide it, one answer at a time; the interaction can even seem a little eerie, as though you're talking to a human being (or at least this is how it seemed from the demonstration).

Although Wildfire only handles voice messages at the moment (it won't read your email to you—that would really be great), and it is only accessible if you happen to be near a phone (today, generally speaking, not a problem), I think it represents an intriguing approach to portable computing which may well have increasing utility in the future.

The basic model of portable computing has been to put all the power into the portable computer itself. However, it's precisely in the portable computer where certain high-end, processor-intensive technologies such as voice recognition can really pay off. By placing some (or in this case, all) of this processing in a central server, you can make the traveller a lot more productive without having to have that person lug around the kind of processing power it would take to implement something like voice recognition. In this case, Wildfire is implemented as a voice-only system, so the client computer is basically just the air (or the microphone in your phone), but one could imagine a similar design in which processing power is split between a client and the server in a variety of ways.

Much has been said about the virtues of distributed computing, yet the fact is that as networks proliferate, there will be cost advantages to putting a lot of horsepower into a central location. Distributing processing tasks between a portable computer and a server over a wireless or other type of network could provide many advantages: access to vastly greater amounts of information as well as remote computational power. In any case, the clever design of the Wildfire Electronic Assistant may well prove to be a precursor to a wide variety of similar server-based portable technologies.

On the downside, distributed computing tends to have a communication cost which is difficult to ignore. Wildfire is not there all the time, every day; it's "portable," but you have to give it a call before it can work for you. The system does not yet integrate email, thus its utility in coordinating all of your communications is inherently limited.

Wildfire is currently only available in server configurations intended for large corporations. A four-port system which supports around eighteen users costs $50,000, and a twelve-port system supporting up to seventy-two users costs $100,000. This is not an inexpensive technology, although the per-user cost can be as low as around $2K. As time goes on, however, this client-server approach to enhanced portable computing and messaging could catch on, particularly as the cost drops. It's an interesting, though still somewhat expensive, technology, and well worth watching. The size is right, at least. ■

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RESOURCES

Fujitsu Poqet PC
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Wildfire Electronic Assistant
Wildfire, Inc.
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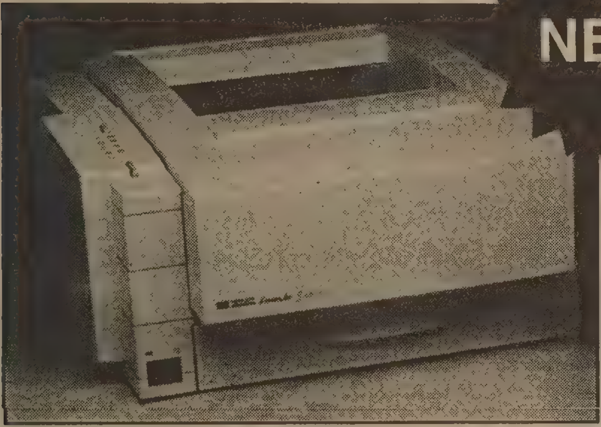

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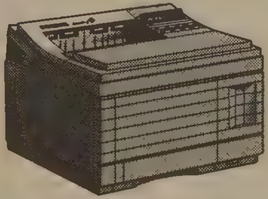

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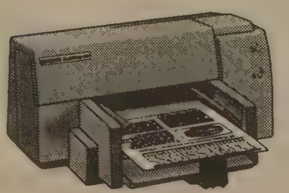

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LAPTOPS • BY ED KAHN

Portables As A Navigational Tool

Steering Your Next Trip Across The Country Or Within A City From Your Keyboard

In the old days, you got maps free from gas stations and the Motor Club helped you figure out the route to take. In today's world, maps are no longer free and some of us have let our AAA memberships expire. Given these changes, now may be a good time to start using portable computers to plan your trip.

Microsoft has improved and begun to promote Automap Road Atlas, an older program that helps navigate your travel between cities. The current version is available as either a set of disks, which occupy about 6MB of space on your hard drive, or as a CD-ROM. The CD-ROM version even shows photos. In addition to the wealth of information for planning which route to take, you can also discover the time zones and zip codes along the way. I will probably use this on my next trip.

To begin your trip, you enter your starting point and destination. Automap Road Atlas will ask if you want the quickest or shortest route or one taking into account other preferences. It calculates when you should refuel, based on your car's gas mileage and the number of miles of highway and city driving. As you set up your itinerary, you can ask to see nearby locations—for instance, when you are driving through Los Angeles, it will alert you to Santa Monica, Burbank, and Hollywood. It will also find recreational parks, amusements parks, and points of interest along the way. In short, this program has much to commend, and for $39 it is hard to go wrong. If you travel with your portable, why not load this program before leaving? Or if you want, you can print the relevant maps and a detailed itinerary prepared with Automap Road Atlas.

RETKI
RETKI

If you are in the business of driving around, you may want to consider a much more sophisticated mapping product, Retki. This system comes with a PCMCIA device that locks onto a system of satellites to track your location. As you drive along, it follows your progress on a map so you can see exactly where you are.

Retki includes a basic map of the Unites States, but you can purchase additional detailed maps. The cost of additional state modules ranges from about $100 up to $180. States are divided into different sectors, which are available for about $50 each. This means, for instance, that you can buy the San Francisco/Oakland sector without buying the rest of the state. I played with the San Francisco/Oakland sector map.

After I got the system up and running on my laptop, I mounted the antenna on the top of my car and was able to follow my progress as I drove around. This in itself may be interesting, but not all that useful. The real strength of Retki is its ability to find the location of any spot on the map. Type in an

> It is obvious that within a few years this kind of equipment will be standard fare for automobiles. Retki is simply the first appearance of this technology.

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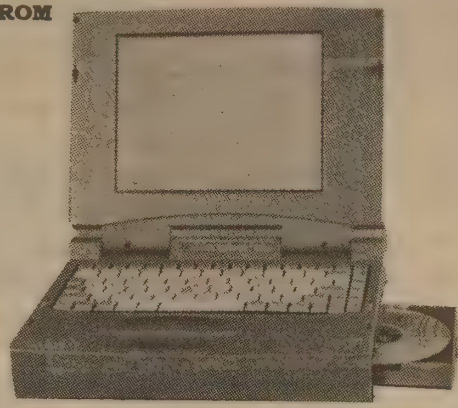

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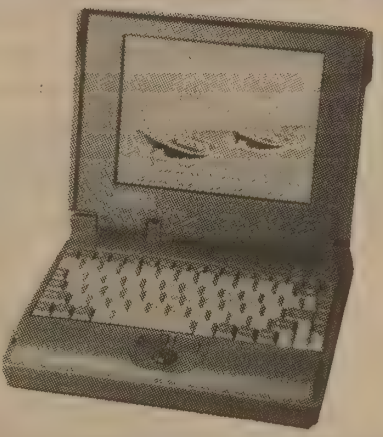

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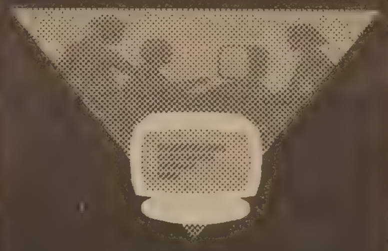

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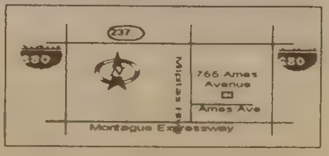

Laptops *continued...*

address and the system will locate it for you—and if you don't have a full address, it will give you choices. For instance, type in 428 28th Street and it will offer you choices in Richmond, San Francisco, Oakland, and San Mateo. You double click on the one you want and that location will be presented on the map. Click again and it will set this as a destination point.

The Retki system costs $695, quite amazing considering the sophisticated PCMCIA device and access to the satellites. The company actually makes its money from selling the maps. If you have the right kind of business, this product could be a godsend. As you drive around, the satellite locator ties you exactly to spots on the map. This means that the map must accurately show every jog in the road. If there are new roads, not shown on the map, you can enter these additions.

While the system is appealing in concept, I had several problems. Installation was easy enough, although I did have to make a couple of phone calls to technical support to figure out how to make my computer recognize the PCMCIA device. Next, some of the documentation was difficult to follow. And finally, one feature that I wanted simply was not yet available: I could not show my point of origin and get routing to my destination. They tell me that feature is coming in the next release—scheduled for September 15. Apparently, this is a function of the maps, which they do not develop themselves.

Computer screens are a lot smaller than most maps, so if you want the kind of detail you get on a printed map, you will have to focus on a relatively small area. But the program does let you move smoothly from one location to the next. Also, as you drive your present location stays in the center of the map when you select the centering option. Likewise, the map will rotate so your direction corresponds with moving forward.

I see this as a technology in its infancy. It is obvious that within a few years this kind of equipment will be standard fare for automobiles. Retki is simply the first appearance of this technology. An installed version would be better as you would not have to plug your computer into a cigarette lighter and take up the passenger seat with the portable. But this hardware/software combination demonstrates that the technology is here now. If you are on the road a lot, you may be interested in checking this out.

RESOURCES:

Automap Road Atlas, $39
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Retki, $695
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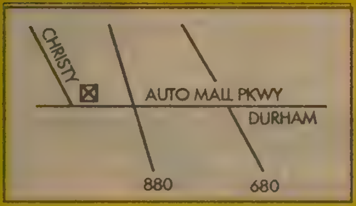

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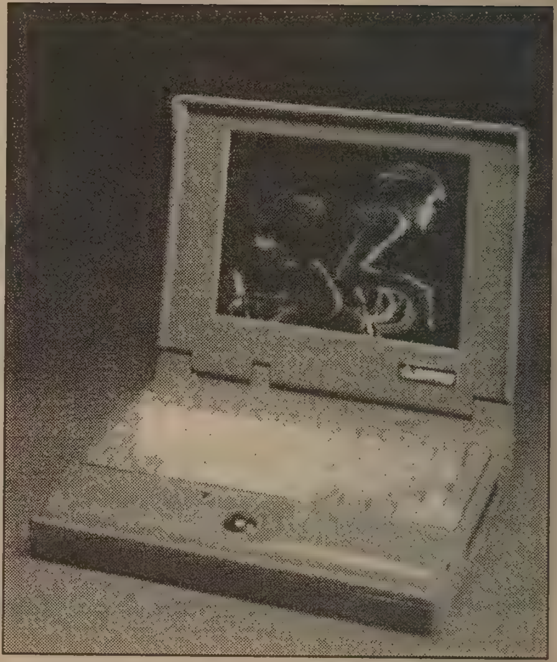
Computer Of The Month:

Aspen's Universa Pentium Portable



Pentium-based portables have been steadily coming onto the market. This month, I looked at the latest candidate from Aspen, an East Coast vendor that markets nothing but high-end portables. In the past, I have been impressed with their products and this new machine is another dandy.

The Universa comes in several configurations. The entry model is powered by a Pentium running at 75MHz while the top-of-the-line unit runs at 100MHz. All of the models come with a minimum of 8MB of RAM, which can be expanded to 16MB ($425), 24MB ($695), or 40MB ($1395). They also come with a removable hard drive of at least 340MB. Again, these can be upgraded to an 810MB hard drive ($400). A 1.44MB floppy drive also comes standard.

At 6.9 lbs. the Universa is not the lightest model on the market, but it packs a lot of power. In addition to the basics, it contains two PCMCIA slots. These are arranged to be used as a single Type IV slot (two Type II slots or one Type III and a Type II). The slots are stacked to accommodate the thickest devices. I put in a Type III hard drive and a Type II card with no problem.

The keyboard on the Universa is well designed, much like the Toshiba, which is my favorite. But like all of the better machines

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these days, you can attach any external keyboard of your choice. Aspen even includes a converter cable so you can use a keyboard that does not have a PS/2 plug. There is a great trackball located in the middle of the unit just below the keyboard. But if you still prefer a standard mouse, it is easy enough to connect one through one of the two serial ports.

The display is clear and easy to read. The active matrix screen measures 10.2" diagonally. You also can also choose the 10.3" dual scan passive screen. In either case, you can connect to a Super VGA monitor of your choice and view either the monitor, the built-in screen, or both. The video is 32-bit VL bus with 1MB of onboard RAM.

In today's market, the best machines all come with audio capabilities. The Universa includes not only a built-in speaker and microphone, but also has a jack for an external speaker as well as line-in and microphone jacks. The sound system is both Microsoft Sound and SoundBlaster compatible.

The Universa comes with a pair of Nickel Metal Hydride batteries, each of which provide about two hours of power. Both of these battery packs can be installed in the Universa, so there is no need to swap batteries for at least four hours. This is pretty good for a color machine. There are all of the usual energy-saving devices that you can customize in the setup program.

Both of these battery packs can be installed in the Universa, so there is no need to swap batteries for at least four hours.

You get a lot with this notebook. MS-DOS, Windows for Workgroups, and several other software packages are preinstalled. You also get a carrying case and a terrific warranty program. An 800 number conects you right to a technician rather than not a recording. While they do not offer twenty-four-hour service, they do offer trained personnel who can help you or can authorize you to return your unit if it needs factory attention. The machines come with a warranty that covers parts for a year and labor for two years. Extended warranty programs are available. Aspen realizes that they must offer superior service to compete with the larger vendors, so they have put a good deal of attention into designing a superior service facility.

If you are interested in buying a high-end portable, consider the Aspen. It comes with a ten-day, money-back guarantee so you can try it before you make up your mind. ■

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RESOURCES:

Universa P Computer, $2750 and up
Aspen Computer, Inc.
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Buffalo, NY 14231-0346
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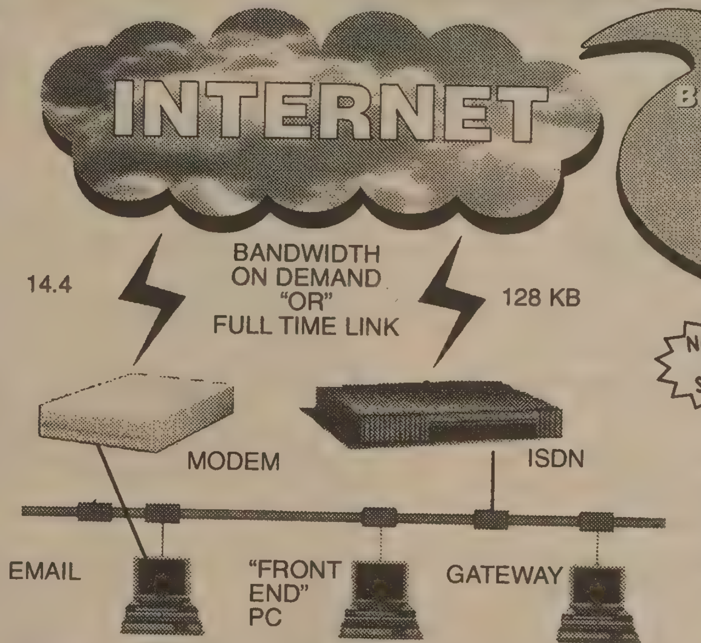

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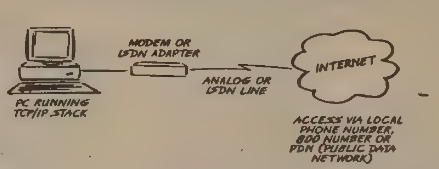
Internet Access Solutions Over ISDN

PERSONAL INTERNET ACCESS


MODEM OR ISDN ADAPTER
INTERNET
ANALOG OR ISDN LINE
PC RUNNING TCP/IP STACK
ACCESS VIA LOCAL PHONE NUMBER, 800 NUMBER OR PDN (PUBLIC DATA NETWORK)

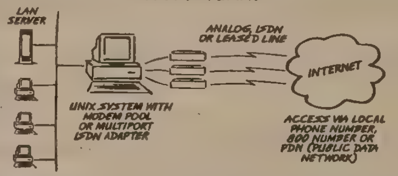
At home, the easiest way to connect with the Internet is through an on-line service such as CompuServe, Delphi or Prodigy. All you need is a PC, a modem, and communications software such as Carbon Copy or ProComm. The Internet provider takes care of everything else for a monthly fee plus a per-minute usage charge.

Another option is to use a service such as PSI's InterRamp which provides you with an actual IP address on the Internet. For this option, you need to run an IP protocol stack on your PC along with some type of Internet access package. There are packages available today that offer both TCP/IP and Internet access in a single package. Or, if you are technically adept, free "shareware" can be downloaded from the Internet.

LAN InterNet Access

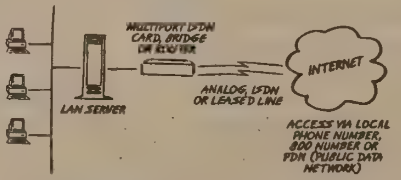
Many companies today are choosing to provide all network members with Internet access. Following are two options for linking LANs to the Internet.

UNIX GATEWAY


LAN SERVER
ANALOG, ISDN OR LEASED LINE
INTERNET
UNIX SYSTEM WITH MODEM POOL OR MULTIPORT ISDN ADAPTER
ACCESS VIA LOCAL PHONE NUMBER, 800 NUMBER OR PDN (PUBLIC DATA NETWORK)

One of the easiest solutions is to set up a Unix host as a gateway for PC or terminal users to the Internet. For example, SCO's Global Access product integrates TCP/IP networking services, a graphical user interface, graphical e-mail, security and the SCO Unix operating system into a single package. Non-Unix Computers will need to run an X-terminals emulation package to access the Unix gateway. A modem pool Multiport ISDN adapter, or other communications device, is also needed.

IP ROUTER


MULTIPORT ISDN CARD, BRIDGE OR ROUTER
INTERNET
LAN SERVER
ANALOG, ISDN OR LEASED LINE
ACCESS VIA LOCAL PHONE NUMBER, 800 NUMBER OR PDN (PUBLIC DATA NETWORK)

For companies that don't want a dedicated Unix gateway, the LAN server or a router on the LAN can provide network members with Internet access. An IP protocol stack must be running on the server along with Windows, DOS or Macintosh client software. The server needs to be equipped with an adequate number of communications devices (such as a modem pool or Multiport ISDN LAN adapter) and it requires either a direct connection such as a leased line, or a switched connection such as an analog or ISDN phone line, to an Internet provider.

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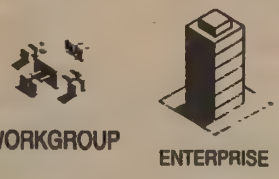

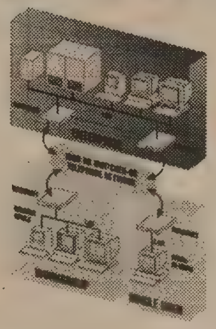

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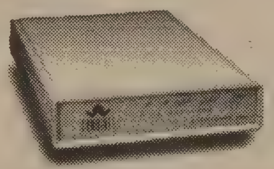
ISDN BRI TO
ETHERNET ACCESS UNIT

Overview

Combinet EVERYWHERE™ products provide on-demand networking to enterprise local area networks (LAN's) over digital telephone services, which allows remote users to access enterprise networks only when needed. This minimizes telephone charges and benefits users by letting them access enterprise-based applications and data in the same way they do in the offices.

The Combinet EVERYWHERE 2000 Series access unit provides remote offices and workgroups access to an enterprise LAN using Integrated Services Digital Network (ISDN) Basic Rate Interface (BRI).

The EVERYWHERE 2000 Series is compatible with any computer with an Ethernet interface, and allows remote access to all applications and data resident on an enterprise network.



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- Economical, high-speed access to the enterprise network
- On-demand networking, resulting in minimal telephone charges
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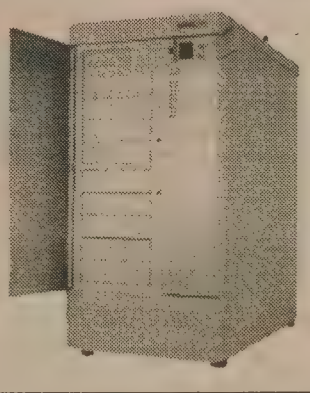

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- ◆ 10.4" active matrix color display
- ◆ 772MB HD, 8MB/40MB
- ◆ 1 Type II & Type III PCMCIA slot
- ◆ Microsoft Sound System, built-in microphone audio out port

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T4700, T4800, T4850

Sight, Sound & processing Power

- ◆ Brilliant color display with local bus video
- ◆ 1 Type II or Type III PCMCIA slot
- ◆ Microsoft Sound System, built-in microphone audio out port

Model	Processor	Screen	Hard Drive	Price
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T4700	486DX2/50	9.5" Dual Scan	320MB	2798
T4800	486DX4/75	9.5" Active	500MB	3698
T4850	486DX4/75	10.4" Active	500MB	3248
T4850	486DX4/75	10.4" Active	772MB	3448

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486DX2/50	8.4" Active	500MB	3198
486SX/33	7.8" Active	120MB	1698

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- ◆ Accupoint pointing device

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Model	Processor	Screen	Hard Drive	Price
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T2110	486DX4/75	10.4"Dual Scan	350MB	2198
T2130	486DX4/75	10.4" Active	500MB	2998
Pro Series				
T2400	486DX2/50	9.5" Dual Scan	250MB	2048
T2400	486DX2/50	9.5" Dual Scan	320MB	2148
T2400	486DX2/50	8.4" Active	250MB	2548
T2400	486DX2/50	8.4" Active	320MB	2698
T2450CT	486DX4/75	9.5" Active	320MB	3098
T2450CT	486DX4/75	9.5" Active	500MB	3198

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- ◆ 2 Type II or 1 Type III PCMCIA slot

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486DX4/75	10.3" Dual Scan	510MB	2598
486DX4/75	10.4" Avtive	510MB	3548
486DX4/75	10.4" Avtive	700MB	3798

AST Ascentia 810N

- ◆ LARGE 10.4" Dual Scan Displays
- ◆ 4MB RAM expandable to 20MB
- ◆ Removable HD and Floppy Drive
- ◆ 2 Type II or 1 Type III PCMCIA slot

Processor	Screen	Hard Drive	Price
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486DX2/66	10.4" Dual Scan	340MB	2028
486DX2/66	10.4" Dual Scan	510MB	2148

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486DX2/50	10.3" Dual Scan	340MB	2448
486DX2/50	10.3" Dual Scan	520MB	2798
486DX2/50	10.4" Active	340MB	2648
486DX2/50	10.4" Active	520MB	2848
486DX4/100	10.3" Dual Scan	340MB	2878
486DX4/100	10.3" Dual Scan	520MB	3098
486DX4/100	10.4" Active	340MB	3278
486DX4/100	10.4" Active	520MB	3478

HP OmniBook NoteBook PCs 600 Series Lightweight with Performance

Processor	Screen	Hard Drive	Price
486DX2/50	8.5" Dual Scan	170MB	$2298
486DX2/50	8.5" Dual Scan	260MB	2448
486DX4/75	8.5" Dual Scan	170MB	2748
486DX4/75	8.5" Dual Scan	260MB	2928

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HP DeskJet 1200C	998.00
HP DeskWriter 320	288.00
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Processor	Screen	Hard Drive	Price
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Pentium 75MHz	10.4" Active	772MB	$4598

TravelMate 4000M

- ◆ Brilliant color display
- ◆ 2Type II ot 1 Type III PCMCIA slots
- ◆ 16-Bit Sound card

Processor	Screen	Hard Drive	Price
486DX2/50	9.5" Dual Scan	340MB	$1998
486DX2/50	8.4" Active	455MB	2198
486DX4/75	9.5" Dual Scan	455MB	2198
486DX4/75	8.4" Active	340MB	2198
486DX4/75	8.4" Active	455MB	2448
486DX4/100	9.5" Active	525MB	3248

Versa P NEC

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- ◆ Removeable HD, Floppy, & Screen
- ◆ Integrated speaker & microphone

Processor	Screen	Hard Drive	Price
Pentium 75	9.5" Active	340MB	$3998
Pentium 75	9.5" Active	540MB	4298
Pentium 75	9.5" High Res.	540MB	4448
Pentium 75	9.5" Active	540MB	4298
Pentium 75	9.5" High Res.	810MB	4798

Versa M

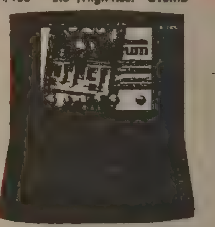
Highest Resolution & True Color Display

- ◆ 2 Type II or 1 Type III PCMCIA slot
- ◆ Removable HD, Floppy, & Screen
- ◆ Integrated speaker & microphone

Processor	creen	Hard Drive	Price
486DX4/75	9.5" Dual Scan	340MB	$2298
486DX4/75	9.5" Active	540MB	2998
486DX4/75	9.5" High Res.	540MB	3198
486DX4/100	9.5" True Color	540MB	3398
486DX4/100	9.5" Active	810MB	3998
486DX4/100	9.5" /High Res.	810MB	4248

NEC Versa V "V" for Value

Processor	Std/Max RAM	Screen	Hard Drive	Price
486DX2/50	4MB/20MB	9.5" Dual Scan	250MB	$2198
486DX2/50	4MB/20MB	9.5" Dual Scan	340MB	2348
486DX2/50	4MB/20MB	9.5" Active	250MB	2348
486DX2/50	4MB/20MB	9.5" Active	340MB	2548
486DX2/50	4MB/20MB	9.5" Active	540MB	2848
486DX4/75	4MB/20MB	9.5" Active	340MB	2748
486DX4/75	4MB/20MB	9.5" Active	540MB	3048



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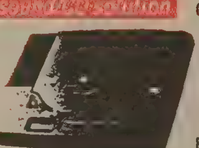

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- ◆ **Optra Lxl** - Ethernet ready version of the Optra Lx with highest paper capacity

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Optra L 12ppm @ 600 dpi, 4MB max 64MB, PSL2 e PCL5, 87 fonts 404912L $1898

Optra Lx 16ppm @ 600 dpi, 4MB max 64MB, PSL2 e PCL5, 87 fonts 404916L $2448

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The Potential Uses For An Internal Web Server, Available Primarily Or Even Exclusively To Employees, Are Almost Endless

By now just about anyone who has a pair of ears and a computer, television, or radio has heard about the World Wide Web and all the cool things you can find out there. The Web has a well-deserved reputation for being a place where you can find something about almost any topic, real or imagined, serious or not. So it makes sense that when someone mentions discovering a "Web page" or a "cool URL" that you assume they're talking about something out on the Internet somewhere. Stop to think for a moment, though, and you'll realize that the Web is just a collection of information with links and references to other related materials that are accessed via easy-to-use, intuitive software.

Now think about all of the things your organization prints and distributes to its employees: employee manuals, training materials, policy memos, product information, etc. This is often the type of information that is lost, discarded, or goes out of date and has to be reprinted and distributed, often at great cost. A well-designed set of Web pages that only your LAN users can access might be a better way to make sure your users have the best, most current information at their fingertips, while still saving money on printing and distribution costs.

If your organization wants to get creative, it can include pictures, as well as audio and video clips. Consider what can be done: Create a package of materials for new employees that includes a "Welcome Aboard" address from the company president and pictures of key managers or even the entire staff. You could put product information, promotional materials, and pricing online; Create a photo card catalog of key customers; publish conference room, meeting, and vacation schedules; and create a library of informational documents your staff could easily retrieve and fax to customers.

The potential uses for an internal Web server, available primarily or even exclusively to employees, are almost endless. You can present anything you distribute on paper using a Web server and browser.

RESOURCES:

Packet Driver Interfaces for LANs: *http://www.well.com/user/peterh/dcbwpktd.html*
Trumpet Winsock: *http://www.trumpet.com.au/*
WinHTTPD: *http://www.city.net/win-httpd/*
NCSA Mosaic: *http://www.ncsa.uiuc.edu/SDG/Software/SDGSoftDir.html*
Cello: *http://fatty.law.cornell.edu/cello/cellotop.html*
Internet Assistant: *http://www.microsoft.com/pages/deskapps/word/ia/default.htm*
CU-HTML: *http://www.cuhk.hk/csc/cu_html/cu_html.htm*

Convinced yet? Or perhaps you're only convinced that anything so useful must be hard to set up and maintain. Fortunately that's not the case. Setting up your own Web server and stocking it with documents is one of the most straightforward tasks in networking, and getting software to do it is cheap. Most of the software you need is shareware, available online for trial and inexpensive to register.

The first thing you need to set up a Web server or allow your users to view documents on your server is to set your network up so that it can run TCP/IP as well as your LAN's native protocol—combining TCP/IP with your existing network protocol won't adversely affect your network's operation. For most networking environments installing TCP/IP is fairly easy to do, though you do have to make changes to every computer that's going to use the Web server or other TCP/IP service. First, you'll need to install a TCP/IP "packet driver" in your NDIS or IPX network stack (see the Resources list for an online instruction sheet on how to do this), then Trumpet Winsock, another shareware title. (Note: this discussion focuses on setting up a Windows-based Web server.)

Once Winsock is installed, getting your Web server up and running is easy. Installing my favorite shareware Web server, WinHTTPD by Robert B. Denny, is as easy as creating a directory, C:\HTTPD, and unzipping the program files into it, though it's a good idea to read Denny's well-written online documentation (see Resources).

After installing the Web server, you'll need some software to browse the documents stored there. The current hot browser is Netscape, from Netscape Communications Corp., but if you want to cut a few corners there are also

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Networking *continued...*

freeware browsers available online. Mosaic, from the National Center for Supercomputing Applications at the University of Illinois does most of the things Netscape does, and it's free. You can also use Cello (like the musical instrument), which doesn't have all the features of Netscape or Mosaic, but uses less memory and disk space, and is easier for the Web novice to learn.

Of course, no Web site is complete without its own Web documents, and while WinHTTPD comes with its own Web document documentation, that's probably not what you had in mind. For basic Web publishing needs, nothing beats using your own, familiar word processor to edit documents, and if Microsoft Word for Windows is your word processor of choice, you're in luck. There are two sources I know of for MS Word "document templates" that allow you to use your familiar word processor to edit basic, no-nonsense Web documents that combine text and graphics. One is Microsoft's Internet Assistant, which is free to all MS Word for Windows 6.0 users. The other template is Chinese University's CU-HTML, which works with MS Word for Windows versions 2.0 and 6.0, and is also free.

> You can present anything you distribute on paper using a Web server and browser.

Having your own internal Web server is a great way to help keep people in your company informed, but there's another advantage to setting up an internal server . It helps you and the people you work with get a handle on the Web and how it works, and how to use it to your company's advantage.

Perhaps doing business on the Internet isn't a priority for you today, but it might be tomorrow. By setting up an internal server, you're giving yourself the opportunity to develop some Web expertise, away from the eyes of the general public, and that understanding may help you compete in a world where people often drive a computer to work instead of their car. ■

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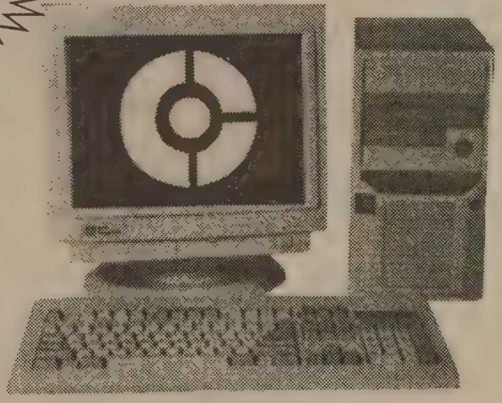

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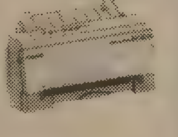

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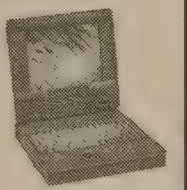

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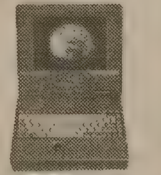

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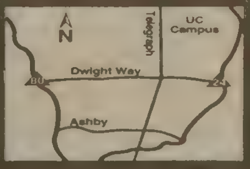

TELECOMMUTING • BY ROBERT MOSKOWITZ

Is Clean Air [De]Regulation Spoiling The Telecommuting Party?

Those Who Push For Increased Telecommuting On The Basis Of Clean Air Regulations May Soon Find Themselves Without A Leg To Stand On

The climate is changing. Not just the thickness of the ozone layer, the average global temperature, or the acreage of rain forests remaining. We're talking about the web of regulations aimed at cleaning up the environment by restricting the number of commuter trips people can take to and from the facilities of large employers.

Over the past decade, these regulations began to grow pointed teeth, and corporations slowly began to move in the direction of reducing the number of commuter trips to their facilities. Many appointed a formal Employee Transportation Coordinator to help usher them toward greater compliance.

Readers of this space will remember that a couple of years ago, while lamenting the continuing reluctance of managers to try telecommuting, I noted:

> It's not surprising, therefore, that at present most companies offering their employees a telework option have been driven to do so by some immediate force for change: the impending expiration of an office lease, for example, or the company's continuing inability to hire and retain enough highly skilled workers to staff an office forty hours per week, or the threat of financial penalties if the company does not comply with environmental regulations regarding how its employees arrive at work.
>
> The fact that companies try telework—even if they must be forced to do so—works to the advantage of everyone involved. Results will be even better when telework stops being a last resort, and becomes a popular, proactive element in plans to help already successful companies achieve greater efficiency and productivity.

I also wrote that environmentally oriented regulation "provides people who'd personally like to begin telecommuting with a means of waking up their employer."

But many observers—myself included—believed that short-term pressure for compliance with environmental rules was really peripheral to the central reasons why telecommuting should—and will—grow.

Now, we may soon have a chance to test that theory in practice.

No less an authority than Gil Gordon, one of the preeminent consultants in the field of telecommuting, is beginning to believe that we may soon see the end of the so-called "clean air" regulations. Based on the rumblings he hears within state governments, and his reading of federal politics, Gordon makes a strong case for why those who push for increased telecommuting on the basis of clean air regulations may soon find their arguments without a leg to stand on.

First, Gordon argues that the reign of the Republicans—whether or not you agree with their philosophies and tactics—is not conducive to continued support of environmental regulation. "This" he says, "is exactly the kind of 'too much government' regulation they are going to try to chop out at their earliest convenience."

> One mistake that many people make is to view telecommuting as just another way to cut down on air pollution.

While no regulation from Washington is well received in the "heartland," regulations to clean up air and water have long been held up by certain groups within the US as prime examples of government becoming too intrusive, even when those actually regulated do not complain!

Second, Gordon believes that today's clean air regulations are very soon likely to lose whatever teeth they may now have. "At the federal level," he points out, "the real threat in this legislation has always been the ability to withhold federal transportation funds if standards are not met. But given the kind of presidential race Clinton is going to face next year, I don't believe he's going to withhold that kind of political pork."

When Bush was fighting for reelection, he supported ISTEA legislation to the tune of about $151 billion. In grand presidential style, Bush said his innovative funding initiative meant "jobs, jobs, jobs" and he was right.

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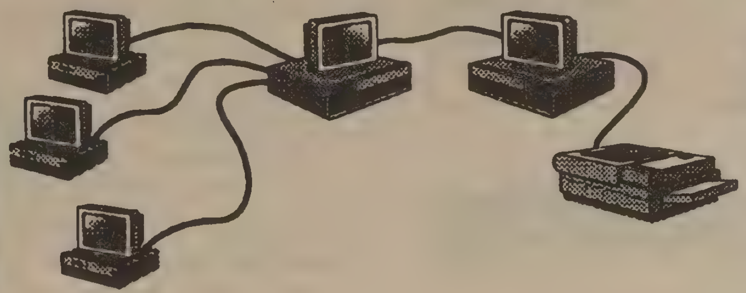

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Telecommuting *continued...*

"In the heat of battle," argues Gordon, "it will be hard for Clinton to let restrictions on transportation funding go through, no matter how badly communities miss the clean air regulation targets."

Third, people at the state level are beginning to retreat from earlier statements about how stringently they will enforce clean air regulations. "State governments have always gotten a lot of pushback from the corporate community about this," Gordon reports, "and now it's growing worse."

He recalls a meeting he attended about two years ago, where people from a state transportation department were talking to large employers about various elements of their trip reduction programs. At one point, Gordon remembers, talk turned to imposing punitive fines. It came out that the most an employer might have to pay for total noncompliance would be $60,000 per year. Immediately, one executive stood up and asked, "Where do we send the check?"

> **"Compliance with trip reduction regulations is the worst reason to do telecommuting. I've noticed that if you're only doing something because someone is chasing you with a club, as soon as they stop chasing, you stop running."**
>
> **—Gil Gordon, telecommuting consultant**

Even back then, Gordon suggests, mandated fines were a great deal smaller than the cost of compliance with clean air regulations. Many employers let it be known that they'd prefer to pay the fines than twist their companies out of shape, incur staff time, run surveys, and cajole their employees to meet regulations imposed from above.

"From the beginning," says Gordon, "their hearts were not in it. We might have gotten more support for telecommuting if we had positioned it as an antigridlock measure rather than as an antipollution idea. Employers may feel the impact of pollution, but probably to a lesser extent than they feel traffic problems, which impact them and their key employees very directly."

Gordon and others who see the potential for environmental regulations to wither away are not arguing that all clean air regulations should be dismantled. Rather, some of these same observers have suggested that different approaches to regulation might create a bigger impact on the environment, at a lower cost.

Regulatory Changes Will Impact Telecommuting

Gordon and others believe that if clean air regulations are weakened to any significant degree, there will be a variety of important impacts on the package of incentives now supporting telecommuting:

1) Those who want to become telecommuters will need to find another "hook" to help them schedule meetings with corporate decision-makers.

2) Those among supervisory and management ranks who are consid-

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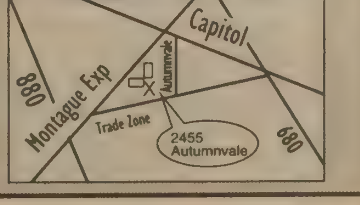

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ering telecommuting options can more easily pull back without trying it.

3) Those who have committed to telecommuting as one means among many of complying with clean air regulations can begin looking for opportunities to cut back on every program they have put in place, without considering the actual or relative merits of telecommuting.

4) Managers who have been opposed to telecommuting will no longer have to listen quite as carefully to arguments in favor of it.

5) There will be one less reason even for open-minded employers to think about or move toward telecommuting.

But the loss of clean air regulations as an incentive to try telecommuting may well be offset by the positive impact of the same changes. According to Gordon, "Compliance with trip reduction regulations is the worst reason to do telecommuting. I've noticed that if you're only doing something because someone is chasing you with a club, as soon as they stop chasing, you stop running."

Gordon is convinced by his years of experience that when organizations support telecommuters from a more positive perspective, they're more likely to stay with telecommuting over the long haul. And for whatever reason they telecommute, they automatically pick up the same benefits targeted by trip reduction regulations.

As Gordon sees the situation, the actual impact of any weakening in clean air regulations will depend on the individual experiences of employers. If telecommuting worked out well for an organization, and if it makes good business sense, the loss or reduction of clean air regulations shouldn't weaken the motivation to continue with it. However, organizations that merely tolerated their telecommuters just to gain some extra trip reduction compliance are more likely to drop telecommuting as soon as the regulations allow.

Why Telecommuting Is Better

One mistake that many people make is to view telecommuting as just another way to cut down on air pollution. Many factors differentiate telecommuting from other trip reduction measures, including:

1) Large numbers of employees actively seek out telecommuting opportunities for themselves. Very few become so enthusiastic about car pools or bicycles.

2) Telecommuting offers significant benefits to the employer, including space reduction, easier recruiting, reduced absenteeism and turnover, higher motivation and productivity, and so forth.

3) For the organization, telecommuting benefits drop right to the bottom line, while other trip reduction measures tend to increase costs and cut into profits.

Nevertheless, clean air regulations have been an interesting catalyst in the telecommuting movement. Even if they now go away, they have allowed many a proponent of telecommuting to get his or her foot in the door, to begin a discussion, score some points, and put some programs in place. And once there's a single telecommuter within an organization, statistics show, there's an internal champion who will normally leverage his or her own experience and facilitate others who want to try telecommuting, too.

All in all, experience shows that as more and more people within an organization become telecommuters, the value of this working method grows far beyond a mere tool for compliance with clean air regulations.

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Telecommuting *continued...*

What Will The Future Bring?

Gordon predicts there will be more telecommuters in the future, regardless of what happens to clean air regulations.

"Five years from now," he suggests, "we might not even use the word 'telecommuting.' It'll be just one technique buried within a much larger set of changes."

But regardless of what happens, the number of telecommuters will grow for many reasons that have nothing to do with clean air regulation:

1) Our increasing technological capabilities to create a "telepresence" separate from our physical presence;

2) The aftereffects of downsizing, which create an impetus to give employees more flexibility;

3) The success of telecommuters, and telecommuting champions, in convincing more and more organizations to give it a try;

4) The increasing importance of telecommuting as a tool in the hands of corporate real estate managers, who are eager to cut their employers' costs of bricks and mortar;

"Facilities management is an awfully good place to have an advocate for telecommuting," says Gordon. "They are closer to the dollars than many others, and can talk in terms the CEO can understand." Gordon believes facilities managers may soon be leading the change from viewing headquarters as some kind of "Taj Mahal" to viewing it as just another place to work.

"The easy cost-cutting has been done," Gordon tells his clients. "What's left are the big assumptions about how much office space we need and the importance of bringing everyone to the office every day. There's room here for recurring savings of real money."

What Should One Do?

Gordon offers advice for those who want to advance the cause of telecommuting in an era of reduced emphasis on clean air regulations:

1) Discuss telecommuting and sell it to management in the context of the entire business, not in the context of trip reduction or clean air regulations. "Compliance," says Gordon, "is at the bottom, not the top, of the reasons to use telecommuting."

2) Very carefully nurture whatever telecommuting has already begun in your organization, so it doesn't slip away. If trip reduction coordinators find the regulations canceled, they can pull the plug on telecommuting unless someone lays the groundwork for a continuing program. Do what you can to build interest in it, and to sell the benefits of it, on the basis of advantages and reasons that have nothing to do with clean air.

3) Befriend the facilities management people and the corporate real estate people. Show them how they can gain their objectives through telecommuting, if it is done correctly. For years to come, they will likely have the juice to support telecommuting and push it farther than ever, even as the last crop of fair-weather advocates—those in favor of clean air—find their reasons to favor telecommuting going up in smoke. ■

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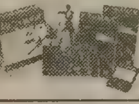

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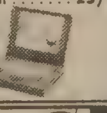

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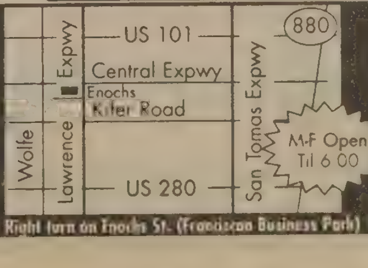

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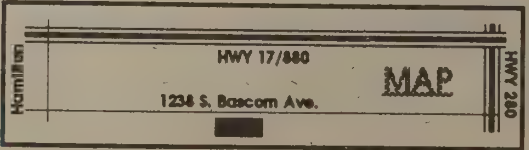

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Hapless And The Inevitable:

The Solaris SDK

Last year, our perennial friend Hapless capitulated to the inevitable and registered for a membership with the Microsoft Developer Network. This is a program in which people pay for the right to receive advance copies of new releases of Windows.

The developer network seems to be an effective way to combine market research and software quality assurance: if you put an unfinished product (suitably packaged as a Developer's Kit of some sort) in the hands of enough users, they will tell you what's wrong with it. All you need to do is listen (and, of course, fix the bugs they report).

Over the last twelve months, Hapless received quarterly deliveries of a very large number of CDs. He was overwhelmed by the sheer megabytage of these deliveries. He spent many hours intoxicated by his newfound capacity to run Windows NT in Norwegian or any of a dozen other languages. He mulled over the differences between SDKs, DDKs, and NDKs.

The Siren Song Of Solaris

For as long as we've known him, however, Hapless has been a UNIX devotee. A side effect of this devotion is that he is on mailing lists for lots of conferences and trade shows. Ordinarily, Hapless avoids trade shows, but this year's brochure for the Solaris Developer and Networking Conference offered attendees a software bonus that resembled the great deal he'd gotten as a member of the Microsoft Developer Network.

Registered conference attendees would receive a "pre-beta" release of Solaris 2.5. Solaris is Sun's implementation of UNIX System V. For quite a while now, it has been the operating system that ships with all Sun hardware.

Hopeless romantic that he is, Hapless remembers fondly the Berkeley-UNIX-based versions of SunOS that preceded Solaris. But change, too, is inevitable. Solaris is the wave of the future, Hapless thought, and SunOS is being end-of-lifed.

SunSoft sweetened the offer. In addition to the new operating system, attendees would also receive: v1.0 of the Common Desktop Environment, v1.0 of the Solstice System Management software, a new release of the SunPro C++ development system (just imagine Microsoft giving away Visual C++ with Windows 95), and of course, a CD with the Conference proceedings.

None of this would have moved Hapless if this offer had been for SPARC software only. Hapless has always been fond of Sun's workstations, but his home computers have been Intel machines for quite a while now.

For whatever reason, however, SunSoft has chosen to release its operating system and related software for both SPARC and Intel x86 (that is, 386, 486, and Pentium) architectures.

Hapless promptly registered for the conference. The prospect of getting (for the price of a conference registration) a pre-beta version of Solaris to run on his home machine would relieve any pangs of conscience he might feel over these repeated concessions to murky inevitabilities.

Or so it seemed.

Solaris In The Home

The conference came, and Hapless went to sessions about DOE (Distributed Objects Everywhere, Sun's venture into object technology) and something new called "Hot Java." He played with the workstations in the ARENA OF DOOM. He gleefully registered for giveaways. And, on the final day of the conference, he collected his software, some seven CDs' worth.

At home, Hapless cleared out some space on the SCSI disk of his home machine and, without a lot of hassle, installed the new version of Solaris. By itself, this was a very gratifying experience. Hapless's heart has always had a soft spot for the sight of a UNIX login prompt on a VGA monitor.

Hapless was soon satisfied that the x86 version of Solaris really was a complete port of the operating system with all the features he had come to expect from having used Solaris-based file servers.

Shortly, however, Hapless began to realize that running Solaris on a home computer was not very much like running the very same operating system on a file server or an Internet host.

As with home computers everywhere, Hapless's PC is rebooted often in the course of a normal day, and Solaris takes several minutes to come up, somewhat longer than the boot sequence for Windows NT. (Startup time was not helped by having Solaris installed entirely on a SCSI disk: the boot procedure must start from a floppy disk.)

If he rebooted the machine every thirty days or so, this delay would be negligible, but going through the boot sequence four or more times a day soon became annoying.

The initialization sequence is slow because Solaris is big: quite a few processes are started when Solaris boots.

Starting the Openwindows GUI takes even more resources, and after a few sessions, Hapless began to feel that his home machine's 16MB memory and 60MHz processor were straining under the load. Undoubtedly the whole system would run more comfortably on the 32MB monster Hapless used at the office.

After watching Solaris boot several times, it occurred to Hapless for the first time in his life

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that UNIX in general and Solaris in particular suffer by not having an integrated graphical user interface.

Solaris comes up in character mode, and depends on the user to start a GUI after logging in. The Common Desktop Environment promises to remedy this, but Hapless discovered he had been given a CD containing the SPARC version of the Common Desktop Environment (CDE).

However awkward the boundary between GUI and character mode may seem, the Solaris system was usable, and Hapless set out to use it.

The Adventure Begins

More than anything else, Hapless uses his PC to connect to the Internet via serial line implementations of the Internet Protocol (like SLIP and PPP). Solaris, like every other Sun Operating System product, has built-in support to run TCP/IP over an Ethernet connection: Solaris expects to run on a platform wired directly to the network. Working from home, Hapless's PC was at best connected to the Internet intermittently via a relatively slow modem connection.

With a little poking around ("man ppp"), Hapless found that a PPP implementation was apparently included with the Solaris software. But while the PPP manual article was informative, nothing explained how to set up the protocol to call his local Internet access provider. A quick search through the Answerbook documentation failed to turn up anything.

Hoping (as always) to get by without instructions, Hapless tried using the admintool utility. But admintool needed a file that was on the unfortunate CDE disk and would not start.

With seven CDs to install (not a single one redundant), Hapless hoped for something like the more-or-less uniform installation procedure he'd come to expect with the Microsoft Developer Network releases: put the CD in the drive and run setup.exe.

Each of the Solaris CDs had an installation script with a different name, and consequently Hapless felt compelled to read the installation instructions for each product to be installed.

All these things made Hapless a little nervous, and his anxiety was apparently contagious.

Shortly after 2 am Solaris reported errors on the SCSI bus trying to read from a CD. A few minutes later, another device on the SCSI bus spontaneously lost power. None of this had anything to do with Solaris, but Hapless took the hint and shut the system down.

Epilogue

Later still, getting very drowsy himself, Hapless tried to imagine what he had learned. The software seemed to work well enough, but there were rough edges in the packaging and integration of various programs. Somehow it had not lived up to his expectations.

What exactly, he yawned, were his expectations? Solaris, he thought, should be as much fun to use as Berkeley UNIX used to be; it should run as well on my PC as it does on, say, a Sparc-20; and it should do mundane things as well as Windows.

Real sleep seemed almost inevitable, and before conceding to it, Hapless wondered which operating system the executives at Sun used. Were they SunOS diehards? Did they use Solaris? Because they liked it? Because Scott McNealy (Sun's chairman and CEO) said they had to? What would happen if McNealy made them all use Windows 95?

Hapless resolved to buy a gift subscription to the Microsoft Developer Network for Scott McNealy, just to see what would happen. ■

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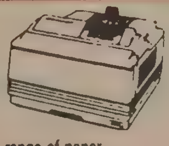

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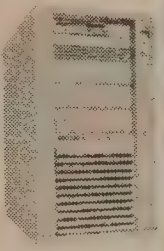

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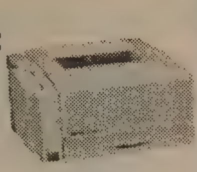

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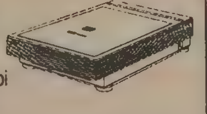

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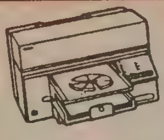

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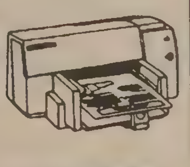

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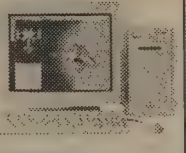

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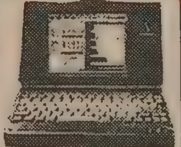


- Dual Scan
- DX4-75 Processor
- 8MB RAM, expandable to 32MB
- 9.5" Display
- Smart Station Option
- Integrated Easy Point TrackBall
- 3 Year World Wide Warranty

$4894

NEC VERSA P/75C Notebook

- 75Mhz Processor
- 810 Hard Drive
- 8MB Ram, expandable to 40MB
- Active Color
- 9.5" 800x600 Display
- 25K Flash ROM
- 1MB Video
- DOS, WIndows Exclusive: Office Airline Software

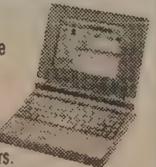
$5399

TOSHIBA T-4900CT

- Intel Pentium® 75 MHz Processor (3.3 volt)
- 8MB RAM expandable
- 810MB Hard Drive
- 1.44 Floppy Drive
- 10.4" TFT Active Color Screen
- Wave Audio Compatible Sound Card
- 2 PCMCIA Slots
- DOS/Windows for Workgroups/Trackball

BEST PRICE!

AST Ascentia 910N



- 486DX2/50/75MHz
- 8MB RAM expandable
- 340/510/700MB Hard Drive
- 1.44 Floppy Drive
- 10.4" Dual Scan Color/ Active Color
- Integrated Smartpoint
- Lithium Battery, up to 10 Hrs.

Call for Pricing!

OKIDATA PRINTERS

320	$299
400E	$349*
410P/S	$725
590	CALL

*w/$50 Mfg Rebate

CLEARANCE SALE

TOSHIBA 1850 C 8MB Ram, 80MB HD, & Math Co. (Demo)	$1099
RADIUS 15" Monitor B/W, (New)	$199

Computer Sales & Technical Professionals Wanted

Apple® HEWLETT PACKARD OKIDATA® COMPAQ TOSHIBA EPSON®

Authorized Service Center for Compaq, Hewlett Packard, & Toshiba Products.

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PC Madness Sale! Lowest Lowest Price! Best Value!

UMiracle 486 Green ISA VLB

READY TO GO

- 486 ISA VLB 256K Cache EPA Green Motherboard
- 4MB 70ns 72Pin SIMM RAM (4MB x 1pc)
- Fast 32Bit VLB Enhanced Mode-3/4 IDE Controller w/ 2S/1P/1G
- 1.44M TEAC Floppy Drive
- 540MB Quantum E-IDE QM30540MVA HD
- Trident 9440 VLB 1MB Windows Accelerator
- 14" 1Kx768NI 0.28DP Digital Green Monitor
- Premium Digital Mini Tower 230W PS
- Mitsumi 101 Enhanced Keyboard

66DX2-$887
80DX2-$898
100DX4-$922

UMiracle

UMiracle 486 PCI

READY TO GO

- 486 UMiracle ISA PCI 256K Cache Green Motherboard w/E-IDE, Floppy Port, High-Speed 2S/1P
- 8MB 70ns 72Pin SIMM RAM (8MB x 1pc)
- 1.44M TEAC Floppy Drive
- 540MB Quantum E-IDE QM30540MVA HD
- Trident 9440 PCI 1MB Windows Accelerator
- 14" 1Kx768NI 0.28DP Digital Green Monitor
- Premium Digital Mini Tower 230W PS
- Mitsumi 101 Enhanced Keyboard

66DX2-$1045
80DX2-$1054
100DX4-$1080

UMiracle

UMiracle Pentium PCI

- UMiracle 586 Pentium ISA PCI 256K Cache Green Motherboard
- [illegible] 70ns 72Pin SIMM RAM (4MB x 2pcs)
- PCI IDE I/O with HD/FD & High Speed 16550 UARTs
- 1.44M TEAC Floppy Drive
- [illegible] Quantum E-IDE QM30540MVA HD
- Trident 9440 PCI 1MB Windows Accelerator
- 14" 1Kx768NI 0.28DP Digital Green Monitor
- Premium Digital Mini Tower 230W PS
- Mitsumi 101 Enhanced Keyboard

Bug Free P5 Guaranteed

75MHz $1267
90MHz $1351
100MHz $1481

READY TO GO

Intel P5 Zappa PCI Triton

- Intel-made P5 Zappa PCI Triton Chipset 256K Burst Cache Motherboard with Enhanced IDE, HiSpd Serials, Enhanced Parallel, 2.88MB Suppt
- 8MB 70ns 72Pin SIMM RAM (4MB x 2pcs)
- 1.44M TEAC Floppy Drive
- 850MB WD Enhanced IDE WD2850A HD
- Diamond Stealth 64 PCI S3-864 2MB DRAM
- Hitachi SuperScan 15S 0.28DP Green Monitor
- Premium Digital Medium Tower 230W PS
- Keytronic 101 Enhanced Keyboard

75MHz $165
90MHz $173
100MHz $186

Bug Free P5 - Guaranteed

[illegible]

[illegible]

Audio Function

[illegible]

Docking Station

Expansion Slots

[illegible]

Sub-systems Features

[illegible]

Power System

[illegible]

Physical

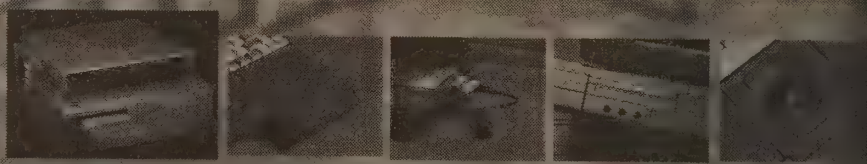
[illegible]

Optional Devices

[illegible]

[illegible]

ACOM Patriot 4000
Multi-Media Notebook



(520/710/810MB HD)	Mono VGA	Dual Scan 10.3"	Active Maxtrix
486DX2-50SL	$1485/$1600/$1665	$1745/$1860/$1925	$2525/$2640/$2705
486DX2-66SL	$1530/$1645/$1710	$1790/$1905/$1970	$2570/$2685/$2750
486DX4-100	$1615/$1730/$1795	$1890/$2005/$2070	$2655/$2770/$2835

*Call for Optional Upgrades - modem, memory, docking station, etc!!

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- ✓ [illegible]
- ✓ [illegible]
- ✓ [illegible]
- ✓ [illegible]

UMiracle

44863 Fremont Blvd. Fremont CA 94538
Phone: 510-226-6746 Fax: 510-226-[illegible]

1127 San Pablo Ave Albany CA [illegible]
Phone: 510-526-[illegible] Fax: 510-526-[illegible]

1501 El Camino Real #E Belmont CA [illegible]
Phone 415-592-3333 Fax 415-592-2918

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2% cash discounts . 15%
restocking charge on all purch
except parts purchased within
days.

echnical Expertise! ...... Still turning pages?

Miracle P5 PCI 90/100MHz

- P5 Pentium PCI 256K Cache Motherboard with 3 PCI/5 ISA slots,
  Adaptec 7850 PCI Fast SCSI-2 onboard, E-IDE, FD, HiSpd IO with cables
- 6MB 70ns 72Pin SIMM RAM (8MB x 2pcs)
- .44M TEAC Floppy Drive
- Seagate 1.08GB Fast SCSI-2 ST31200N Fast SCSI-2
- Diamond Stealth 64 Video PCI 2MB VRAM
- MAG DX17F 17" 1280x1024NI
  Green MPRII VESA DPMS Monitor
- Premium Digital Medium Tower 230W PS
- Keytronic 101 Enhanced Keyboard

Bug Free P5 - Guaranteed!!

75MHz $2638 Business leasing: $117

90MHz $2721 Business leasing: $120

100MHz $2852 Business leasing: $126

120MHz $3252 Business leasing: $144

133MHz $3675 Business leasing: $163

UMiracle P5 PCI 90/100MHz Wide SCSI-2

- Intel P5 Pentium ISA PCI 512K Cache Motherboard with 3 PCI/5 ISA slots,
  Adaptec 7870 PCI Fast WIDE SCSI-2 & Fast SCSI-2 onboard w/cable
  E-IDE, HiSpd 16550 Serials, Enhanced Parallel, onboard Floppy interface
- 16MB 70ns 72Pin SIMM RAM (8MB x 2pcs)
- 1.44M TEAC Floppy Drive
- Seagate 2.1GB Fast Wide SCSI-2 68Pin ST32550W 1" HD
- Diamond Stealth 64 Video PCI S3-964 2MB VRAM
- MAG DX17F 17" 1280x1024NI Green MPRII VESA DPMS Monitor
- Premium Digital Medium Tower 230W PS
- Keytronic 101 Enhanced Keyboard

Bug Free P5 - Guaranteed!!

75MHz $3312 Business leasing: $146

90MHz $3595 Business leasing: $158

100MHz $3526 Business leasing: $156

120MHz $3926 Business leasing: $174

133MHz $4348 Business leasing: $193

AIR Dual P5 Tornado 54CDP EISA PCI 90/100MHz

- AIR Dual Pentium 54CDP Tornado EISA PCI 512K Cache Motherboard
  with 2 PCI/5 EISA slots, onboard Adaptec 7870 PCI Fast WIDE SCSI-2
  & Fast SCSI-2, HiSpd 16550 Serials, Enhanced Parallel, Floppy interface
- 32MB 70ns 72Pin SIMM RAM (16MB x 2pcs)
- 1.44M TEAC Floppy Drive
- Seagate 2.1GB Fast Wide SCSI-2 68Pin ST32550W 1" HD w/ 68Pin Cable
- Diamond Stealth 64 PCI S3-964 2MB VRAM
- MAG DX17F 17" 1280x1024NI Green MPRII VESA DPMS Monitor
- Premium Digital Full Tower 250W PS
- Keytronic 101 Enhanced Keyboard

90MHz $4195 Business leasing: $185

100MHz $4325 Business leasing: $191

Bug Free P5 - Guaranteed!!

ay Area is a great place when it comes to shopping for a computer - Only if you know what you are
uying though. Buying from a PC builder who doesn't even know what AUTOEXEC.BAT is means throw-
ng your money away and you will end up with pointing fingers here and there. Buying from a PC
ntegrator like UMiracle means plug and run, peace of mind for your computing life. Afterall, who else
ares what those jumpers should be set, whether it is running optimally, and how it works with your
oftware? Think smart, think UMiracle !

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San Pablo Ave
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Belmont CA 94002
Phone: 415-592-3333
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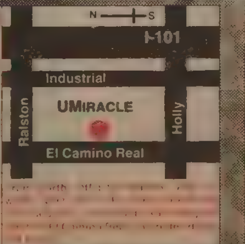

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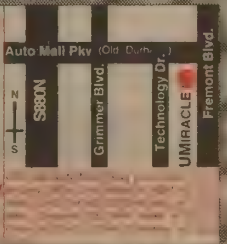
Fremont CA 94538
Phone: 510-226-6746
Fax: 510-226-67[illegible]8

Business Hour
Mon to Sat [illegible]
Sunday 10:[illegible]
Yes! Open on Sunday!



MultiMedia Upgrade

- -Plextor 4-Plex SCSI QuadSpd
  PX-43CH, 600KB/S, 200ms*
- -SoundBlaster 32 AWE w/ASP
- -120W MultiMedia
  Stereo Amplified Speakers
- -Audio Cable

*Require System SCSI Interface

$745

- -Toshiba 3601B SCSI-2
  4XSpd, 120ms, 600KB/S*
- -SoundBlaster 32 AWE Value
- -120W MultiMedia
  Stereo Amplified Speakers
- -Audio Cable

*Require System SCSI Interface

$599

- -Toshiba 3601B SCSI-2
  4XSpd, 120ms, 600KB/S
- -SoundBlaster SCSI w/ASP
- -TopTek Stereo Speakers
  80W Amplified Channels
- -Audio Cable

$663

- -Mitsumi FX-400 QuadSpd,
  ATAPI IDE CD-ROM*
- -SoundBlaster 16 Value
- -TopTek Stereo Speakers
  80W Amplified Channels
- -Audio Cable

*Require System E-IDE Interface

$338

- -Sony CDU-55E DoubleSpd,
  ATAPI IDE CD-ROM*
- -SoundBlaster 16 Value
- -Media 690 Hi-Fi Amplified
  Stereo Speakers
- -Audio Cable

*Require System E-IDE Interface

$254

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Our Service, Our Commitment

- All complete systems are assembled, jumpers and switches setup/configured, DOS V6.22, Windows V3.11 and all included software installed for testing purpose, high resolution video monitor mode tested and continously burned in for 48 hours on all components and finally interactively inspected for trouble-free operation. All systems are to be visual inspected by customer at pick up time.
- Systems marked with "READY-TO-GO" have been pre-built, burn-in tested and are ready to be picked up or delivered within 30 minutes IN FREMONT MAIN OFFICE - Please allow more time for minor configuration changes. Standard delivery time is 72hours.
- Free delivery area includes local area within 30 minute driving distance. No delivery on weekends. Delivery out of local area will be charged up to $30 freight.
- Most components come with over 1 year manufacturer warranty - First year will be covered by UMiracle. Warranty after the first year will be covered by component manufacturers.
- While-you-wait immediate service should there be any neccessary warranty repair If we couldn't solve the problem, another system will be built (at our discretion, if purchased within 30 days.)
- All pickups, repairs, exchanges, upgrades can be done in either Fremont Belmont or Albany store. Original invoices & records required.

COMPONENTS/UPGRADES

Add and subtract to make your dream machine!

Add and subtract to make your dream machine!

Motherboard without CPU: (Call for CPU Prices)

486 UMiracle Green ISA VLB 256K - 3 VLB, upto 128MB & 512KB Cache, Support 30 & 72Pin SIMM, P5 OD suppt, ZIP, Full Deep Green PC EPA compliance - shut off HD, Green Monitor, CPU Slow Down, etc, Award BIOS, Onbrd 3.3V CPU Suppt	$99
486 UMiracle Green ISA PCI 256K with Enhanced IDE, I/O,upto 128MB & 1MB Cache, support 72Pin SIMM, P5 OD suppt, ZIP, Full Deep Green PC EPA compliance - shut off HD, Green Monitor, CPU Slow Down, etc, Award BIOS, Onbrd 3.3V CPU Suppt	**$150**
Pentium P5-75/90/100 PCI 256K 75/90/100MHz 256K cache, upto 128MB & 1MB cache, suppt 72Pin SIMM, 4 ISA & 4 PCI Slots, Award Green BIOS	**$165**
Pentium Intel Zappa PCI 256K Burst Cache with NEW Triton chipset 75/90/100MHz, suppt Fast Page or EDO 72Pin SIMM upto 128MB, bulit-in PCI-IDE & ISA IDE Interface, FD, 2 hi-spd Serials, enhanced Parallel, support Enhanced IDE LBA Mode-3, support 4 IDE HDs. Flash AMI, ROM,PwrSaving	**$295**
P5 Pentium P5-75/90/100/120/133MHz PCI 256K cache - suppt 72Pin SIMM, upto 192MB, upto 1MB cache , 5 ISA & 3 PCI slots, SIS chipset, with built-in Adaptec SCSI-2 AIC 7850 controller (AHA-2940 equvialent) supporting 50Pin Fast SCSI-2, onbrd Enhanced IDE, Floppy port, High Speed 16550 UART serial ports, Enhanced Parallel port, 50pin SCSI, IDE & Floppy cables & complete software	$385
Above with optional on-brd 68Pin Wide-SCSI-2	$455

CPU & Memory: (Prices Subject to Change Daily)

Pentium P5-60/66/90/100/120/133MHz CPU	$Call
Intel 486-66DX2/100DX4	$Call
AMD 486-66DX2/80DX2/100DX4 3.3V or 5V	$Call
CPU on-Socket Voltage Regulator 5V to 3.3V	$40
8Kx8/32Kx8/64Kx8/128Kx8 Cache SRAM	$2/$5/$14/$32
1MB Video DRAM (256Kx16-70ns DRAMx2pcs)	$60
2MB Video VRAM (256Kx8-70ns VRAMx8pcs)	$160
4MB RAM SIMMs (1M-70ns 30-Pin SIMMx4pcs)	$Call
16MB RAM SIMMs (4M-70ns 30-Pin SIMMx4pcs)	$Call
72Pin 70ns RAM SIMM (4/8/16/32/64MB)	$Call

I/O Card/Controller Card/Network Card:

Single/Dual Parallel Printer Card	$8/15
8 Bit AT I/O 2S/1P/1G	$10
8 Bit AT I/O 2S/1P/1G w/ 2 HiSpd UART 16550's	$35
16 Bit IDE/2FD with 2S/1P/1G	$10
16 Bit IDE/2FD with 2S/1P/1G 2.88MB support, HiSpd 16550 UART's on Serial ports	$29
VLB 32 Bit Enhanced 4-IDE/FD 2S/1P/1G Controller Supporting 4 Mode3 & 4 E-IDE devices	$18
Adaptec 2940 PCI Fast PCI SCSI-2 Kit	$190
Adaptec 2940W PCI Fast WIDE SCSI-II, 20MB/s burst, 15 SCSI devices support with 50 & 68Pin ribbon cable Complete Kit with software	$257
SideGold VLBus Fast SCSI-2, Enhanced-IDE w/ high-speed I/O Controller - Implement with latest Adaptec SCSI 6360 chip supporting HD > 2GB, up to 10MB/Sec DTR, complete EZ-SCSI Software, support E-IDE HD > 528MB, Mode 3 protocol, compatible with ATAPI E-IDE devices. 2 hi-speed 16550 UART serial ports, programmable baud rate generator, bi-directional multi-mode parallel port with ECP/EPP, user friendly jumperless design	**$115**
Side Junior VLBus Enhanced-IDE w/hi-speed I/O Controller with Built-in BIOS supporting any Enhanced IDE even if your old VLB motherboard does not support E-IDE, with 16550UARTs, EPP, jumperless onboard	**$45**
External SCSI-2 50Pin Micro-D Adapter for any onboard internal 50pin ribbon cable SCSI interface	$25
Ethernet NE2000 Adapter Coaxial/10-Base T/Combo	$32/$32/$35
3COM Etherlink III - 3C509 16bit Coax/10-baseT	$99/99
3COM Etherlink III - 3C509 16bit Combo	$105
3COM Etherlink III - 3C579 EISA 32bit 10-baseT/Coaxial	$210
PCI Ethernet Network Card	$Call

Video Card

Trident 9440 Windows Accelerator PCI/VLB 1280x1024, 16.7Million Color 1MB/2MB	$75/135
Diamond Stealth 64 PCI 64Bit Graphic Engine S3-864 2MB DRAM	$165
Diamond Stealth 64 Video PCI 64Bit Graphic Engine S3-964 2MB/4MB VRAM Version	**$280/440**
ATI Win Turbo Pro PCI 2/4MB VRAM	$246/444
ATI Graphic Turbo Pro PCI 2/4MB VRAM	$325/545
Matrox Impression Plus PCI 2MB VRAM	$380
Matrox Impression Plus PCI 2MB VRAM 220Hz	$480
2MB VRAM upgrade board for Impression Plus	$250
Number Nine/Hercules Video Card	$Call

Monitor

14" ExView1Kx768NIx0.28DP Digital Ctrl Green	$210
15" ExView1280x1KNIx0.28DP Digital Ctrl Green	$305
Hitachi SuperScan CM1587 15" NI, 1280x1024, 0.28DP, FlatScreen, EPA Green, Digital Controlled	$385
MAG DX17F 17" Digital Control 30-64KHz, .26DP, upto 76Hz, 1280x1024NI, Green, MPRII, VESA DPMS	$645
Sony CPD-17SF 17" Trinitron 0.25DP 1280x1024, Green Support, 3 Year Manufacturer Warranty	$824
IIYAMA VisionMaster MF-8115 15" .28DP, Microprocessor Contrl, Low Radiatn, VESA DPMS	**$420**
IIYAMA VisionMaster MF-8617A 17" .26DP, Microprocessor Contrl, Low Radiatn, VESA DPMS, Auto Size	**$740**
IIYAMA VisionMaster MF-8221 21" .28DP, Microprocessor Contrl, 1600x1200, 25-85KHz	**$1845**
IIYAMA VisionMaster MF-9121 21" .30DP, Microprocessor REMOTE Contrl, 1600x1200, 72Hz, Trinitron	**$1850**
IIYAMA VisionMaster MF-8621 21" .26DP, Microprocessor Contrl, 1600x1200, 25-85KHz	**$2245**
Viewsonic, NEC, Nanao, Nokia, Monitor	$Call

Modem

Digicom 14.4K Fax/Data Internal 16550 UART	$60
Digicom 28.8K V.34 Fax/Data Internal 16550 UART	**$185**
US Robotics Sportster 14.4K Data/Fax 16550UART V32.bis, V.32, V.42 Internal/External	$95/115
US Robotics Sportster 28.8K V.34 Data/28.8K Fax, 16550UART, Internal	$225

Floppy Drive/Tape Backup

Teac 1.2M 5.25"/1.44M 3.5"	$41/31
Teac Dual 1.44M & 1.2M Combo	$86
Colorado 350MB TapeBackup Internal QIC-80	$163
Colorado 680MB TapeBackup Internal QIC-80	$245
3M Tape Cartridge 350MB QIC-80 pack of 3	$60

KeyBoard/Mice/Software/Chassis/PS/Misc

MicroSoft Natural Keyboard	$95
Mitsumi 101 Enhanced Keyboard	$15
KeyTronic 101 Enhanced U.S. Made	$22
Focus 2001 101 Enhanced Click w/Cover	$32
Focus 8000 111 with Calculator	$40
Focus 9000 129 Programmable w/Calculator	$55
NorthGate OmniKey 101NI/102	$74
MS Compatible 3-Button Mouse	$7
MicroSoft Ergonomic Serial Mouse	$30
Logitech Mouseman Serial	$45
MS DOS 6.22/Windows V3.11/WFWG V3.11	$45/45/65
Premium Case w/230W Mini/Desktop/Med	$55/60/80
Premium Case w/250W Full Size Tower	$100
Power Supply PS-II Type 230W	$28
486 CPU Cooling Fan with heat sink	$8
P5 90/100MHz CPU Cooling Fan w/heat sink	$16
Chassis Second Cooling Fan 3" or 3.5"	$15
Motherboard Crystal for 25/33/40/50/66/80MHz	$5
Printer Cable 10"/15"/25"	$7/9/16
FAST WIDE SCSI-2 Internal Ribbon Cable, hi-density, 68Pin, 2 connectors / 3 connectors	$35/45
SCSI Cable Centronic to Micro-D 50Pin 3"	$39
SCSI Cable Centronic to Micro-D 68Pin 3"	$69
SCSI Cable Micro-D 68Pin to Micro-D 68Pin 6"	$99

CD ROM Drive

CD-ROM ISA Controller w/Software for Panasonic, Mitsumi, Sony	$15
Sony CDU-55E Double Speed ATAPI IDE 250ms caddyless software driver included	$115
Mitsumi FX-400 Quad Speed ATAPI IDE	$185
Panasonic CR-504B QuadSpeed Internal SCSI 150ms	**$275**
Toshiba FM-5302B QuadSpd IDE 256K Cache 150ms, 600KB/Sec Sustained, MultiSpin/Spd Internal	**$189**
Toshiba XM-5301B QuadSpd SCSI-2 256K Cache 150ms, 600KB/Sec Sustained, MutlSpin/Spd Internal	**$299**
Toshiba XM-3601B QuadSpd SCSI-2 256K Cache 120ms, 600KB/Sec Sustained, MutlSpin/Spd Internal	**$309**
TEAC CD-55 Quad speed AT 195ms, 600kb/sec, Sound Blster interfce compatible, w/cable & software	$179
Plextor 4-Plex QuadSpeed PX-43CH 600Kb/sec, 220ms, 1MB Buffer, 2-yr warranty	$385
Plextor 6-Plex 6Xpeed PX-63CH 900Kb/sec, 145ms, 1MB Buffer, 2-yr warranty	$518
CD-ROM Caddy	$5

Sound Card/Speaker/MultiMedia Package

Media 690 Hi-Fi Amplified Stereo Speakers	$40
80W TopTek Amplified Stereo Speakers	$50
120W MultiMedia Amplified Speakers	$65
Sound Blaster 16 Value Edition	$98
Sound Blaster 16 SCSI	$169
Sound Blaster 16 SCSI with ASP	$199
Sound Blaster 16 MultiCD	$139
Sound Blaster 16 MultiCD with ASP	$169
Sound Blaster 32 AWE Value	$220
Sound Blaster 32 AWE with ASP	$290
Audio Cable - CD-ROM to Sound Card	$5
Sound Blaster Digital School House Kit	$225
Sound Blaster 4X Home Multimedia Kit	$Call
Creative Lab Phone Blaster The All-in-One Communication Center	$Call

Hard Disk

Western Digital	
540MB IDE WDAC2540 - Enhanced IDE ATAPI	$199
850MB IDE WD2850A - Enhanced IDE ATAPI	$238
1080MB IDE WD31000A - Enhanced IDE ATAPI	$328
1.2GB IDE WD31200A - Enhanced IDE ATAPI	$348
1.6GB IDE WD31600A-Enhanced IDE ATAPI	$Call
Quantum	
540MB IDE QM30540MVA 12ms	$175
540MB SCSI-2 QM30540MVS 12ms	$195
Seagate	
1.0GB ST31230N Fast SCSI-2, 10ms, 3.5"	$508
2.1GB ST32550N Fast SCSI-2, 8.5ms, 3.5"	$1080
4.3GB ST15230N Fast SCSI-2, 9ms, 3.5"	$1218

FAST WIDE SCSI-2 HARD DISK (68Pin Wide Connection)

Seagate ST32550W 2.1GB Fast Wide SCSI-2 1"	$1148
Seagate ST15150W 4.1GB 8ms Fast Wide SCSI-2	$1615

All Advertised prices are based on 3% cash discount.

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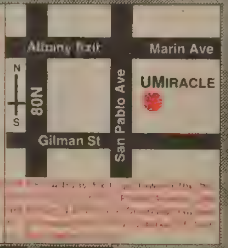

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Belmont CA 94002
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Fax: 415-592-2919

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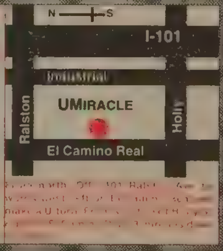
Sunday 10:30AM-6:00PM
Yes! Open on Sunday!



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Fax. 510-226-6758

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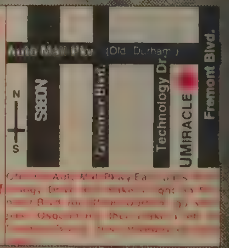

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OS/2 • BY FABIAN PASCAL

The System Is Dead Long Live The System

Shopping For Hardware To Run OS/2

PC systems cannot be characterized as having long life, and these days their life is getting even shorter. While my old 486/33 system lived for about four years before it collapsed a few weeks ago, I very much doubt that a new one will last even that long. In fact, even the old one did not really survive in its original form, as I upgraded components over time.

I knew I was stretching old technology, particularly the orphan EISA bus, yet I wasn't very keen on upgrading. First, the industry is not really settled yet on CPUs, buses, and standards. Second, even though the Pentium 100+ and the PCI bus seem to be gaining momentum, the initial batches of products implementing them are, like all first implementations, likely to be quirky, not well supported, and pricey. I've had my share of problems with the old system, but when they arose I knew at least "where everything was," so to speak. That would not be the case with a new system, particularly one based on multiple new technologies.

But when my system would not boot anymore I made only faint attempts to resuscitate it. My heart was not in it. Time and effort would be better spent on debugging a new system, rather than reviving the old one. And while personally I was not excited about biting the bullet, as a writer I knew that, at the very least, I would not have to worry about column material for a while. Seems I was right.

Something Old, Something New

Let's suppose you're in the market for a system that runs OS/2 well at a reasonable cost. I've already written, in my very first column, about the pros and cons of the integrated full system vs. the build-your-own approaches, and will not repeat that here. If, as in my case, you already have components that you would like to keep—either because they were well chosen and are consistent with the purpose of the new system, or to minimize initial expenses, or both, then you would have to go the latter route.

I did not see a reason to replace the large and internally accessible tower case on casters, the power supply, 1.44MB floppy drive, and two SCSI hard drives (even though only one drive is SCSI-2 and neither is wide-SCSI—more of that in future columns). Selling them to buy new ones would force me to take a considerable loss.

The Quickpath Flexport 42 4S/2P I/O card and the SatisFAXtion 400/i faxmodem, both ISA cards I reviewed in previous columns, will stay too. Quickpath is working on an enhanced version. The SatisFAXtion line was sold by Intel to PureData, which is working on a 28,800bps V.34 version. Alas, despite initial promises, there will be no native OS/2 driver for the new model either, and it is not clear yet whether Faxworks will be upgraded to support the new version. Since, however, I am using only the fax component, at the current rate of 14,400bps coprocessed fax is still beneficial for multitasking.

The Bernoulli Transportable 150 and Chinon 535 double-speed CD-ROM drive will stay too. What takes ten or fifteen minutes to back-up on QIC-80 250MB tape via the parallel port, takes less than a minute on the Bernoulli, although finding a reliable, well-supported backup/restore program that fully exploits OS/2 and the Bernoulli is not easy. So I will keep the Iomega parallel port tape drive for a while too.

Incidentally, while external SCSI devices are somewhat more convenient for installation and system upgrades, they cause some external cable mess and take space. I will probably replace the Bernoulli and CD-ROM with internal versions at some point (and cause an internal cable mess? see below).

The larger the monitor screen the better in OS/2. I tried Nanao's just-released FlexScan F2-17 model, but did not find the visual improvement over my 15" 9070S model worth the cost. So I'll stick to the old model until the new 21" model becomes more affordable. I aspire to 1600 x 1280 resolution, which requires a 21" monitor.

So it all boiled down to the system board and, assuming it would not be EISA, two new cards to replace the EISA-specific ones: the SCSI controller and video adapter (the OS/2 driver for which has been terribly bottlenecking performance anyway).

Mother Of All Motherboards?

I spent considerable time trying to educate myself on the important considerations in choosing a system board. I logged on to the IBMHW CompuServe forum, where various techies express their motherboard experiences and opinions. But much of the information was conflicting, anecdotal, or unclear as to perceivable user benefits. What did emerge as a direction was (a) Pentium 100+ CPU, (b) 256MB level 2 cache, (c) new Intel Triton chipset, (d) PCI bus, and (e) Plug & Play BIOS (PnP).

Consider, now, the fact that Intel has a hand in all the above: It makes the CPU and the chipset and is a dominant player in the PCI and PnP specifications. Intel sells Pentiums and Tritons to other motherboard vendors, who implement the PCI specs and license PnP BIOS from companies like Phoenix, Award, or AMI, but it also makes its own motherboards. And wouldn't you tend to think that you would be better off with the most recent Intel motherboard integrating Intel-driven features?

Yes, we would tend to think that. But it is also true that Intel has reached a level of dominance that makes it prone to arrogance and problems—witness the Pentium fiasco. But even though I could not rule out problems with an Intel motherboard, try as I did, I could not find any non-Intel system board with clearcut, significant advantages (which does not mean that there aren't any, of course).

So I zeroed in on Intel's Zappa board, their "newest and greatest," incorporating all the above features. Its three PCI and four ISA slots are a good combination for users migrating from ISA/EISA systems. I found it available and competitively priced at HD Computers, with a local store in San Francisco. Even though it is possible to find it cheaper by mail order, things can get really messy if problems arise and the vendor is not local, reputable, and supportive. There are always tricky things that either you or the vendor may discover (as my examples will show), so you'd better minimize the risk. HD was also willing to take my old system board out and put the new system back together.

Example: I was told by at least one vendor that the Zappa board will accept a Pentium CPU of up to 90MHz maximum. HD's San Francisco store, however, had an Intel flyer documenting an "Advanced" version, with explicit support for up to 120MHz. But in a subsequent call to Intel support on other matters, some number off the board (which, together with the S/N, cannot be read unless you take several cards off and use a flashlight!) identified it to them as a P90 board!! In checking their latest shipment, HD found that all units had the same number. Intel may have revised some original boards to accept faster CPU's, but this could not be verified by the support line. We are still trying to clarify this matter.

Memories

As I frequently emphasized in my columns, throw as much fast memory as you can afford at OS/2. My old system had 28MB of 30-pin RAM in 1MB and 4MB SIMMs. The Zappa board accepts up to 128MB of 72-pin RAM in up to 16MB SIMMs. With the Triton chips it also supports a newer, faster type of memory called EDO RAM.

I did some checking and found that EDO RAM, rumored to be 5–15% faster, is still relatively scarce, particularly in 16MB SIMMs and, thus, too expensive for the improvement it offers. I settled, instead, on regular, but faster RAM than my old SIMMs in what seemed a reasonable trade from the CPU and Memory Xchange Club. For my 28MB and an upgrade fee (memory prices fluctu-

continued on page 256

RESOURCES

Intel Zappa Advanced 0MB/P100, $349/$649 (fluctuates)
HD Computers
500 Washington St.
San Francisco, CA 94111
(415)434-8118, -8128 fax

CPU Memory and Xchange Club
San Francisco Office
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Tarantula 64 2MB/4MB, $315/425
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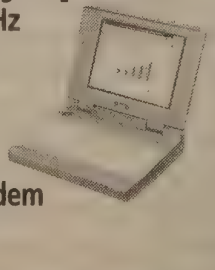

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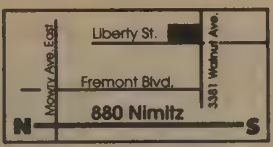

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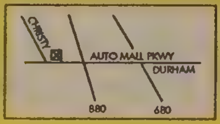

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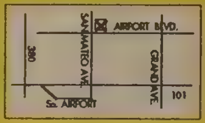

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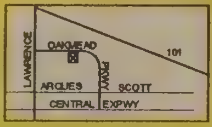

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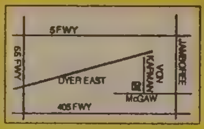

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Some years ago there was a fashion for left- and right-brain thinking. You may recall, perhaps, that the left half of the brain preferred verbal thoughts, while the right half was associated with visual imagery. Many of us used the metaphor for a while and then forgot about it. But a small company created software to support both modes.

As the company has been in business for ten years—venerable old age in the computer industry—it is worth looking at their product, Inspiration.

The idea is simple. Some people like to think in words, and they can organize their thoughts most easily in an outline. Other people like to think in pictures. They can understand and create most comfortably in clusters of connected images.

Inspiration lets you do both. I discovered this software in an advertisement in *The American Way*, the in-flight magazine of American Airlines. I was on my way to Vermont to investigate the state's reputation for beauty. I called the company from a telephone booth in Chicago's noisy O'Hare Airport, and the program was waiting for me when I got back from the luminously beautiful New England state.

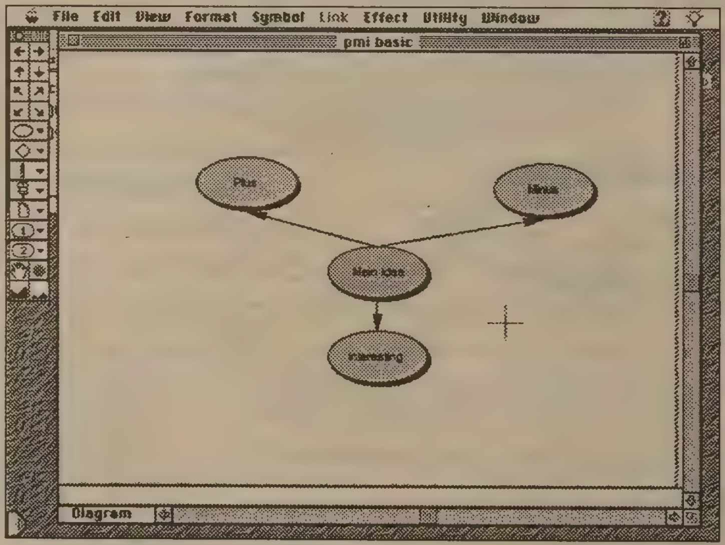
Inspiration advertises itself as brainstorming, outlining, and presentation software. It is targeted at those who make a living by recording ideas and presenting them to other people.

Inspired Thinking

When I loaded Inspiration onto my Macintosh and brought it up for the first time, there was an oval in the middle of the screen which said "Main Idea." The legible and pleasant Quick Start booklet suggested that I select those words with my mouse, and type my own topic.

I did. My main idea was to be "Move to Vermont?"

I could create related clusters just by typing "enter" rather than "return" (these are different on a Macintosh keyboard) between the names of subordinate topics. As I did so, other ovals with the names of the subordinate topics began to bloom around the central idea. Inspiration was creating a cluster diagram for me.



Inspiration set up to begin brainstorming.

If I wished to create subordinate topics, all I had to do was choose one of the ovals and repeat the process I had used with the main topic—hit "enter" and then the sub-sub topics I wanted. Among the "minuses," for instance, was that I had found no dim sum in Vermont. I typed "enter" and then "no Dim Sum" and it appeared as an oval attached to "minus."

The strengths and weaknesses of the two ways of displaying information were already becoming apparent to me. The cluster diagram was more involving than the outline, but the diagram became cluttered quickly. Despite its greater interest, it was confusing after a few levels had been added. The various parts began to overlap visually. The outline of the same information kept everything in order, all right; but the order was so ponderous that it was difficult to engage with it.

It is at this point that Inspiration Software's sheer experience came into play. A new product implementing this metaphor might be stuck with all the problems inherent in each mode of looking at things. Inspiration has been in the marketplace for a number of years. Users have been calling the company to suggest changes and modifications to the design, and many of them have been incorporated into the program.

The Visual Communicator

In the diagram view, there are four main strategies for simplification. One can decide that any item more than one or two or three steps from the top will not be shown. This strategy allows the user to have more detail, but not to look at it. The information is still present, but it is not seen. One can use this method to hide implementation details during a presentation, for instance, or simply to clear up a cluttered screen.

One can also simplify the screen by "focusing in" on a topic. That topic and its descendants become the only things shown on the screen. Finally, one can use "families" of "parent" and "child" documents. These are represented on the

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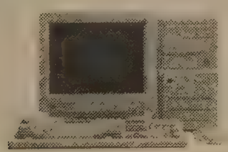

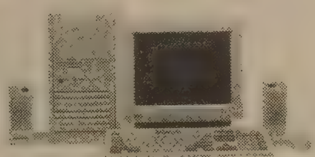

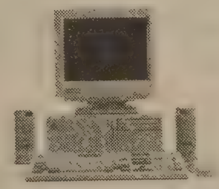

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Some people like to think in words; they can organize their thoughts most easily in an outline. Other people like to think in pictures. They can understand and create most comfortably in clusters of connected images. Inspiration lets you do both.

screen as normal objects, with symbols and links, but they are actually pointers to other Inspiration files. They can be complete documents, with their own formatting and printing setups different from those in the master diagram.

The most important strategy for simplification is the use of symbols. Instead of using just the traditional oval, Inspiration provides a family of 520 symbols which can be used to mark its nodes. I chose a cloud to represent my main idea—it is only a dream, at this point—and I chose rectangles with strips marked with a plus, a minus, and a light bulb for Plus, Minus, and Interesting aspects of the idea. So far this is not very imaginative. But when communicating, one wants symbols that instantly give the correct impression.

And A Few Words...

My right brain was exhausted by this time, all the visual thinking giving it more exercise than the poor thing is used to. I followed the manual's advice, and with a single command-T, the screen full of connected clusters vanished and was replaced by orderly left-brain text.

Inspiration had converted the cluster diagram into an outline, with headings, numbers, and indentation.

The outliner has a number of the traditional features. One can move, promote and demote, and split topics in the outline structure. One can choose among several kinds of outline numeration, from Harvard (I.A....) and legal (1.05.22) to bullets. The outliner permits simple formatting. One can gather topics that are scattered, and move them to one place.

One can add notes to any topic in the diagram view by opening a text window and typing away. I found that it is easier to work with textual information in the outline. I used the outline view to expand the basic ideas and to add further thoughts about what I needed to do. Again, it doesn't matter which option one prefers. Notes added to topics in the diagram, the text, or the outline view will be accessible from the others.

Topics are intended to be a line or two long. If one chooses to work with text only, rather than a diagram or outline view, there is a third, called "text view." While it is a simple and adequate unformatted word processor, it is not as unique as the outline and diagram views. It seems to be for the convenience of people who do not care for outlines.

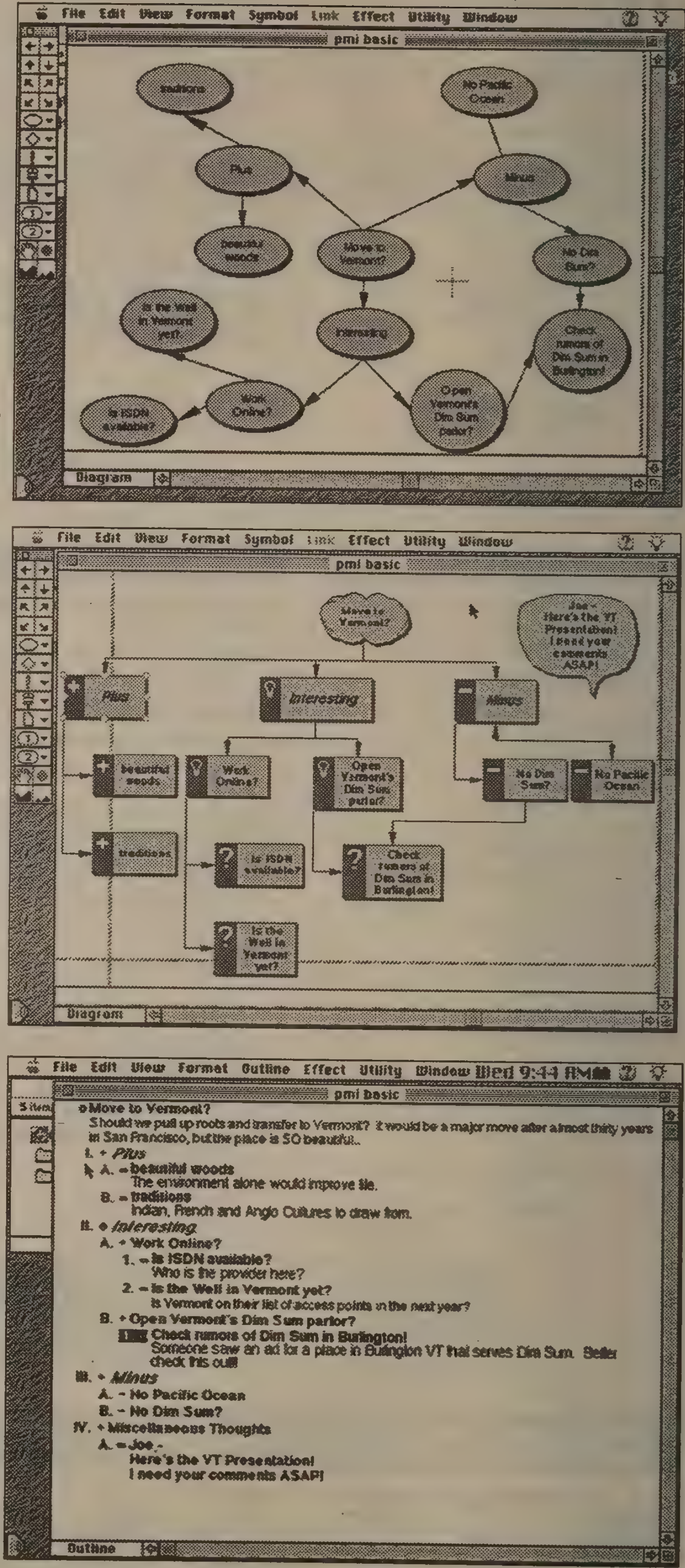
It is the integration of the outliner with the diagram view that makes Inspiration so powerful. The outline and the cluster-diagram views are interlocked. A change to one will appear in the other. When I wrote myself a note in the outline to check rumors of a dim sum parlor in Burlington, the same item appeared in an oval when I returned to the diagram view.

The integration extends beyond content. While in the outline view I reformatted the "Plus," "Minus," and "Interesting" headings to be larger and italicized. When I returned to the Diagram view, the formatting appeared on the diagram as well.

Let Me Present...

When you have captured the main points and want to make them into a visual presentation, you can return to the diagram view and begin to apply the formatting and arrangement tools provided. It is possible to reshape the diagram in a wide variety of ways, while automatically preserving the topology (the pattern of connectedness) which gives it its meaning.

One can change the shape of the symbols, of course. One can also change their size. There is a family of tools to arrange the symbols in various ways. If the cluster of ideas centered around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beautiful woods
Move to Vermont?
No Dim Sum?
Is the Well in Vermont yet?
Interesting
Check rumors of Dim Sum in Burlington!
Is ISDN available?
Work Online?
Open Vermont's Dim Sum parlor?
Diagram
Move to Vermont?
Joe - Here's the VT Presentation! I need your comments ASAP!
Plus
Interesting
Minus
beautiful woods
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Open Vermont's Dim Sum parlor?
No Dim Sum?
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Is ISDN available?
Check rumors of Dim Sum in Burlington!
Is the Well in Vermont yet?
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pmi basic
5 items
Outline

Move to Vermont?
Should we pull up roots and transfer to Vermont? It would be a major move after almost thirty years in San Francisco, but the place is SO beautiful..

I. + *Plus*
A. = beautiful woods
The environment alone would improve life.
B. = traditions
Indian, French and Anglo Cultures to draw from.

II. + *Interesting*
A. + Work Online?
1. = Is ISDN available?
Who is the provider here?
2. = Is the Well in Vermont yet?
Is Vermont on their list of access points in the next year?
B. + Open Vermont's Dim Sum parlor?
Check rumors of Dim Sum in Burlington!
Someone saw an ad for a place in Burlington VT that serves Dim Sum. Better check this out!

III. + *Minus*
A. – No Pacific Ocean
B. – No Dim Sum?

IV. + Miscellaneous Thoughts
A. = Joe -
Here's the VT Presentation!
I need your comments ASAP!

Top to bottom: Quickly mindmapping the idea of moving to Vermont; the mindmap converted into a business presentation; the same information in an outline, with notes.

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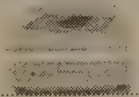

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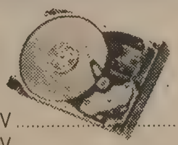

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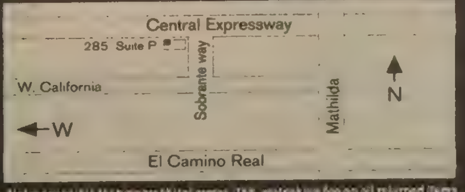

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With this in mind I called Inspiration Software back and asked to look at the Windows version as well.

The file I had created on the Macintosh, when copied to a DOS disk through Apple File Exchange, opened in the Windows version as very much the same document I had built on the Macintosh. The printed versions were similar, except for an inexplicable (and acceptable) added shading in the Windows printed copy. When I removed that with a print option, the printout from the two platforms looked identical. There appear to be no problems trading files.

The interface was also the same, with menu items and symbol libraries identical. One must admit that an application is always less beautiful in Windows than it is on a Macintosh. Windows versions of programs also take longer to load—but you knew that. The result of the identical

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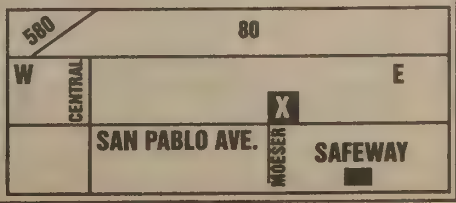

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interface and exchangeable files is that a two-platform office can standardize on the program. Files can be tossed around the network for various users to use and improve. In a small office, one can work on either platform, confident that the result will be useable by a client with a different sort of machine.

Is Inspiration For You?

It has the ability to import graphics, and draw tools are built in for embellishing the diagrams. It does not have some of the graphic abilities of a top-of-the-line presentation package. One would not be able to make a slide show with Inspiration alone, for instance. One can export both the diagrams and outlines to other programs.

It's possible to use Inspiration to diagram any process that involves symbols and connectors between symbols; libraries of logical and computer network symbols come with it. The program would be extremely useful to those who must track connected systems or make flowcharts.

If you need to brainstorm, Inspiration could be a godsend. By providing the tools to capture concepts on the fly, it lets you record ideas as they arise without worrying about formatting. With an LCD projector screen, or a video projector and video card, it could serve the same purpose for a group.

I have observed that the greatest loss of ideas in brainstorming seems to happen between the flipchart where ideas are captured in real time, and the transcription made later. With Inspiration there is no loss whatsoever. People who lead brainstorming groups should run right out and buy the product. ■

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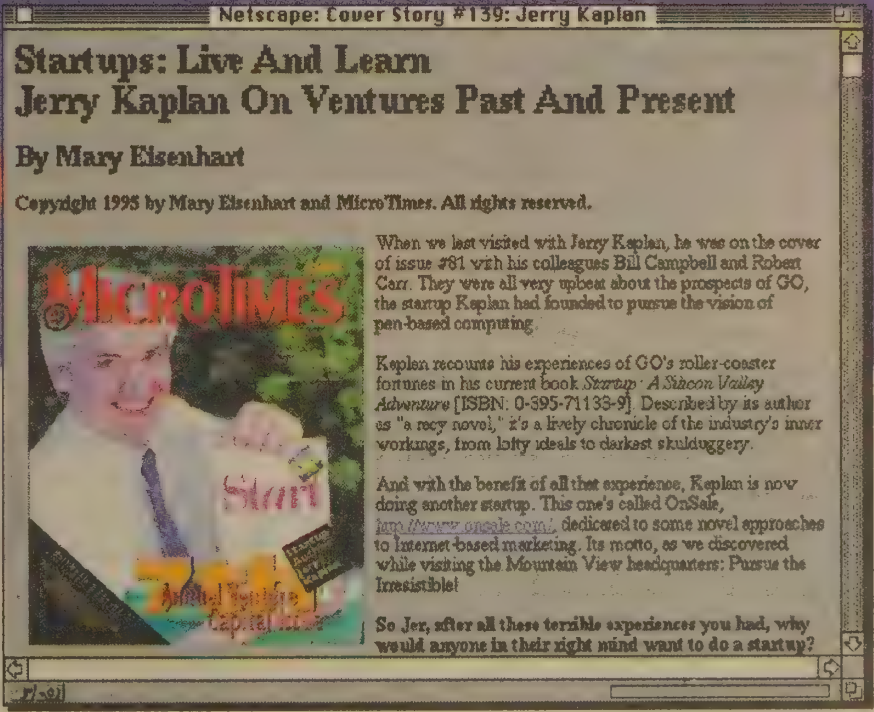

Startups: Live And Learn
Jerry Kaplan On Ventures Past And Present

By Mary Eisenhart

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When we last visited with Jerry Kaplan, he was on the cover of issue #81 with his colleagues Bill Campbell and Robert Carr. They were all very upbeat about the prospects of GO, the startup Kaplan had founded to pursue the vision of pen-based computing.

Kaplan recounts his experiences of GO's roller-coaster fortunes in his current book *Startup: A Silicon Valley Adventure* [ISBN: 0-395-71133-9]. Described by its author as "a racy novel," it's a lively chronicle of the industry's inner workings, from lofty ideals to darkest skulduggery.

And with the benefit of all that experience, Kaplan is now doing another startup. This one's called OnSale, http://www.onsale.com/, dedicated to some novel approaches to Internet-based marketing. Its motto, as we discovered while visiting the Mountain View headquarters: Pursue the Irresistible!

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INTERNET • BY JOHN S. QUARTERMAN AND SMOOT CARL-MITCHELL

WWW Users And The Big Three

Online Services Meet The Web

World Wide Web

traffic has grown explosively—exactly how much is hard to measure.

Before the NSFNET backbone was decommissioned early this year, it provided partial statistics. NSFNET was only one network of tens of thousands of networks in the Internet, and only one of several national backbone networks in the Internet in the United States. However, it was an important one, and it was the only one that released traffic statistics to the public. These statistics were collected by Merit, Inc., and released through *ftp://NIC.MERIT.EDU/nsfnet/statistics/1993/nsf-9301.highlights*. These statistics are recorded by TCP port, which means that the WWW data is for the Hypertext Transfer Protocol (HTTP).

In 1993, HTTP traffic over NSFNET grew by 2115 times in packets and 2891 times in bytes. These aren't percentages, they are factors. In percentages, they would be 211,500% and 289,100%.

In 1994, HTTP traffic over NSFNET grew by "only" 17 times (1700%) in packets and 15 times (1500%) in bytes. See Table 1. For comparison, FTP data traffic approximately doubled each year, following closely the underlying growth rate in nodes of the Internet itself.

The second fastest growing protocol was Gopher, which increased 8 or 9 times in 1993 and about 2.5 times in 1994.

www		**1993**	**12/92**	**12/93**
	packets	2115 times	323850	685153950
	bytes	2891 times	77975950	2147483647
www		**1994**	**12/93**	**12/94**
	packets	17.0 times	685153950	2147483647
	bytes	15.4 times	2147483647	2147483647
gopher		**1993**	**12/92**	**12/93**
	packets	7.83	146666950	1148324150
	bytes	9.04	2147483647	2147483647
gopher		**1994**	**12/93**	**12/94**
	packets	2.42	1148324150	2147483647
	bytes	2.51	2147483647	2147483647

With this explosive growth of WWW traffic, many people are wondering how many Web users there are on the Internet.

The Big Three

Meanwhile, Prodigy began permitting its users WWW access in January 1995, and CompuServe and AOL are following suit; this leads many people to believe that a huge proportion of Web users are suddenly going to be on such big conferencing systems.

The so-called Big Three (or BT for short; the ones named above) must have good marketing, since people's impressions of their sizes are far out of proportion to how big they really are.

AOL, CompuServe, and Prodigy have somewhere around four million users combined. It's not clear that even half of those users ever send an electronic mail message off their home system, and there is to date no evidence that many of them have figured out how to use the WWW.

Meanwhile, in October 1994 there were more than twelve million users on the Consumer Internet without counting any of the BT or their ilk. Essentially all of those 12M users can have WWW access if they want it. (We are talking about the Internet here, not users of mail-only networks, nor users of unconnected LANs nor unconnected mainframes.)

Ninety-two percent of organizations on the Internet in October 1994 had WWW users (see "Summary of the Results, Second TIC/MIDS Internet Demographic Survey," MN April 1995, and see also URL: *http://www.mids.org/mids/pressgen.html*). This doesn't say how *many* of the users in those organizations used the WWW, but given the ready availability of client interfaces such as Netscape, Mosaic, and Lynx, any of them who want it can have it.

If their organization is worried about security, all they have to do is put up a proxy server, which is not a big problem, either. (Only somewhere around a quarter of firewalled organizations actually do run proxy servers, but the rest mostly permit users to connect out directly; we will return to this point in a later column.)

Looking Forward

Let's assume about 75% of these Consumer Internet users shown by the second MIDS sur-

AOL, CompuServe, and Prodigy have somewhere around **four million users** combined. It's not clear that even **half** of those users **ever send** an electronic mail message off their home system, and there is to date **no evidence** that many of them have **figured out** how to use the WWW.

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Internet *continued...*

vey actually do use the WWW. Given the historical (more than six years worth) growth rate of the Internet of doubling annually, one would assume that number is bigger by now. The BT would also have grown, and by how much depends on whose marketing you believe.

Let's be generous and make the unlikely assumption that the BT are also doubling in size annually, so the proportions would remain similar. Let's also be generous and assume a quarter of BT users use WWW.

((12 * 0.75) + (4 * 0.25)) / (12 * 0.75) = 0.11

That's about an 11% increase in WWW users by adding in the BT, using assumptions very generous to the BT....

> In October 1994 **more than a million** of those twelve million Consumer Internet users had **access through full-service** Internet Service Providers, of which there are now more than six hundred, and whose **growth rate is greater** than that of the Internet at large.

ISPs

Incidentally, in October 1994 more than a million (>10%) of those twelve million Consumer Internet users had access through full service Internet Service Providers, of which there are now more than six hundred, and whose growth rate is greater than that of the Internet at large. It's quite difficult to discover exactly how many such users there were then or now, but we're working on it.

Our suspicion is that this segment of the Internet population (which has full-service Internet access) may have already approached the size of the BT user population (which has limited and mediated access), or even surpassed it. Stay tuned. ■

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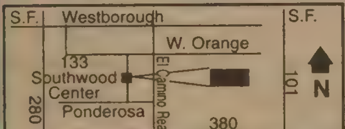

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eWorld Opens Its Golden Gate

All-Apple Service Announces New Features

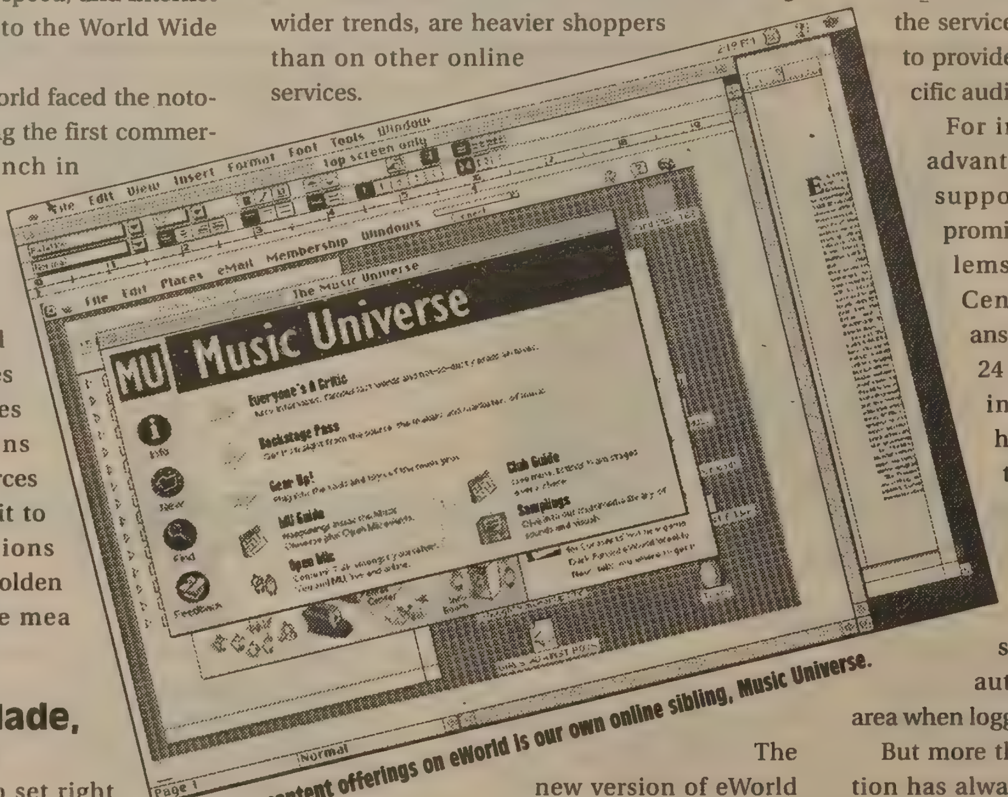
Just a year old, Apple Computer's eWorld online service celebrated its June birthday with the release of its new version that delivers a pot full of enhancements and features. Code-named Golden Gate, eWorld's online environment will now provide more support, speed, and Internet services including access to the World Wide Web.

During the past year, eWorld faced the notoriety and challenges of being the first commercial online service to launch in many years. After going up against the established graybeards in CompuServe, Delphi, America Online, and Prodigy, eWorld executives acknowledge that mistakes were made and lessons learned. In fact, some sources within eWorld freely admit to the current public relations activity surrounding the Golden Gate release as being the mea culpa tour.

Mistakes Were Made, Lessons Learned

Penitent, eWorld is out to set right those mistakes and move on. Originally, eWorld, like most Apple products, was priced too high, while the lack of a free trial offer and a delay in full bundling with all Macintosh systems limited acceptance.

But fall 1994 brought a free trial, and a price break occurred at the beginning of this year, and more bundling and consistent ramping of content has helped double eWorld's base of subscribers to about one hundred thousand, with content providers numbering over 275. Understanding that even Rome was not built in a day, eWorld numbers are encouraging with a high percentage of "active" users and a 60% retention rate, while some online shopping vendors admit that eWorld subscribers, bucking wider trends, are heavier shoppers than on other online services.



Among the content offerings on eWorld is our own online sibling, Music Universe.

The new version of eWorld is ready to build on these positive indicators. In working with the beta release, the first thing I noticed was it seemed a lot faster. Plus, expanded 14.4 access into 250 US cities especially paves the way for expanded Internet services, including Usenet newsgroups, FTP file servers, and searchable mail lists. eWorld adds the ability to log onto the service over the Internet, providing for the possibility of much faster access times, beyond 14.4 Kbps or even 28.8 Kbps throughput.

eWorld's Human Face

Since eWorld's subscribers fall increasingly into "traditional" Apple categories (home, education, and small business and creative users) the service has introduced unique features to provide increased support to those specific audiences.

For instance, Apple users can take advantage of expanded, direct online support from Apple, where, it is promised, questions or computer problems posted to eWorld's Customer Center will be given a personal answer by Apple support staff within 24 hours. Other ease-of-use features include "Intelligent Mail" that helps users manage their mail better with routines that can file, process and even automatically respond to new messages. Users can also maintain and manage a variety of address books, even send them to other users, or be automatically routed to a specific area when logging onto the service.

But more than any other, content presentation has always been the mantra for eWorld, especially as such online services become more important venues for advertisers—okay, call them content providers. According to Apple, "online services today are about data—some call it shovelware. Successful mass media is not about data, it is about emotion, personality, attitude, and point of view."

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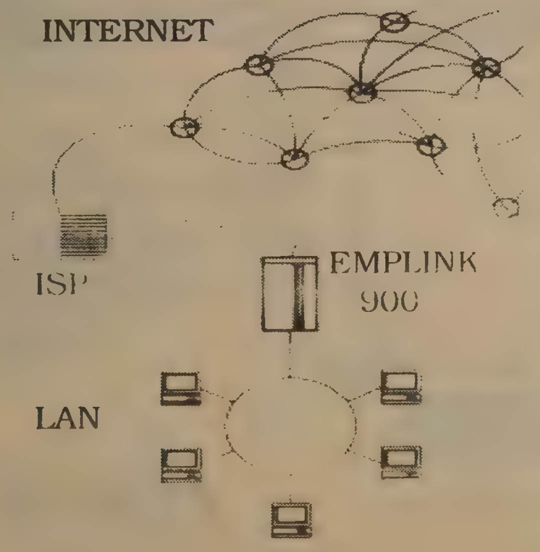

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The key focus for Apple, from day one, has always been to provide a context that helps make content compelling and meaningful to subscribers. To that end, eWorld has introduced its new "Compound Multi-Media Document Architecture" that lets publishers create provocative documents or pages that combine text and graphics into a seamless easy-to-navigate whole. The presentation of content motif has also driven the introduction of other new features and tools that will increasingly allow users and publishers to have more control over the presentation environment.

A "Calendar Viewer" notifies users of events of particular interest. There is also the ability to "listen" to speakers in a conference using Apple's PlainTalk technology. eWorld even allows for playful variations of the town square that users download into their art folders, providing for alternative scenes depicting Winter, Martian, high desert, or holiday-themed backdrops.

The "presentation" theme also works its way into the Internet services as well. As online services increasingly become the gateway to the Internet, Apple is very aware that this brings more new users to the table who, frankly, usually need help getting their bearings in the jumble that is the Internet.

According to Hardie Tinkersley, Internet services product manager for eWorld, "Most people are new to the Net. Unlike direct Internet connections, eWorld just doesn't drop you into the morass, but provides context, pointers, and road signs to help users find their way more readily." To that end, using its expertise in human interface design, the new release of eWorld will provide important support information, including help on such topics as "what does HTTP mean?" to constantly updating the lists of interesting places to visit and hip goings-on around the Net.

The eWorld Web browser, strikingly similar to AOL's, is a licensed version of WebShark from InterCon Systems Inc.; it incorporates support for most Internet standards including HTML 2.0, backgrounds, in-line JPEG and GIF images, and CERN authentication. Pages are always active, too, so you don't have to wait for a page to load before you click somewhere else. Plus eWorld will maintain a cache of popular Web sites in its own data center so that high-traffic areas can be accessed more readily. And, as on AOL, a number of web sites will be integrated into the main areas about eWorld's village for quicker access.

Moving beyond its own core service, eWorld is developing specific Web pages to better serve its core audiences of educators, home, and small-business users. For instance, the Learning Center (*www.eworld.com/*) is a marvelous collection of pages divided into News, Apple Education Resources, Museum, School House, Library, and Government Center. In the School House you'll find a large number of links to K-12 and college-level Web pages all over the world. With Apple's ongoing leadership in the education market, these pages deserve not only attention, but applause. ■

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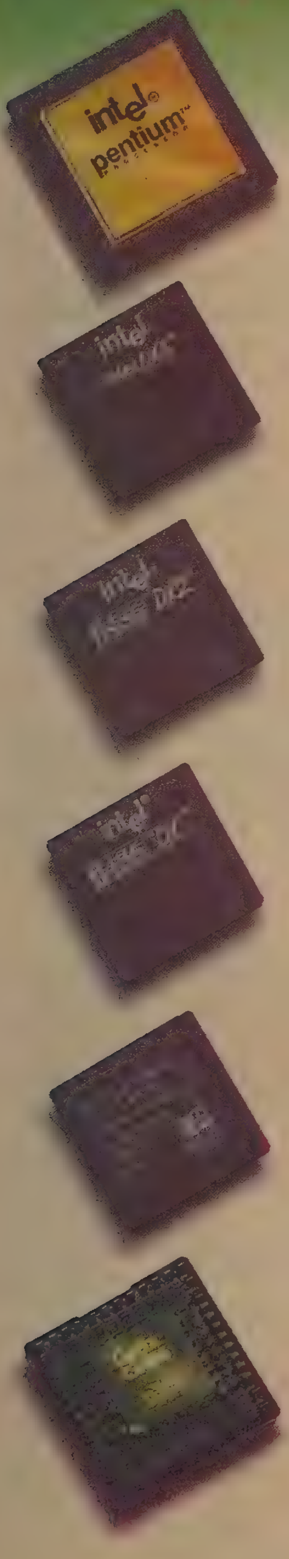

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http://www.aimnet.com/~airbroker Visit places around the world, online world travel newsletter, circle the globe, Asia, Pacific. [Exp. #143.]

Albin Engineering Services, Inc.
http://www.hooked.net/users/aesi/ Albin Engineering Services, a leading placement firm, has several openings for SW Engineers. [Exp. #144.]

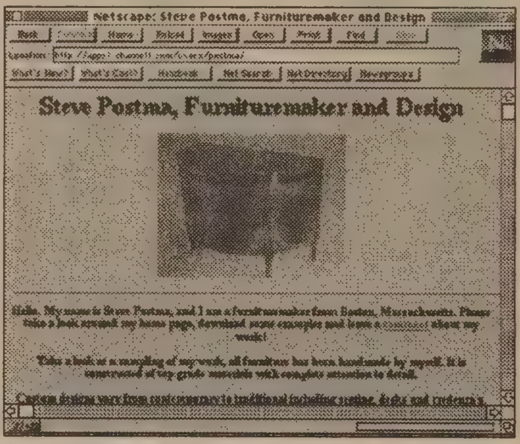
The Aloha Dateline
http://users.aimnet.com/~ayl/aloha.htm "I found love on the Aloha Dateline! It's a fun, safe, exciting way to meet!" [Exp. #142.]

Altera Corporation
http://www.altera.com Company/product information, job opportunities for Altera (NASDAQ: ALTR), leader in high-performance programmable logic devices and CAE tools. [Exp. #142.]

American Bar Association
http://www.abanet.org General facts and resources on the law, continuing legal education courses and requirements, ABA info. [Exp. #141.]

American Communications Association
http://www.uark.edu/depts/comminfo/www/ACA.html For those interested in communication research, communication law, freedom of information, free speech, First Amendment. [Exp. #141.]

Apartment Locators, Inc.
http://www.homefair.com/apt.aptla.html Apartment hunting in LA and Orange County areas. [Exp. #144.]

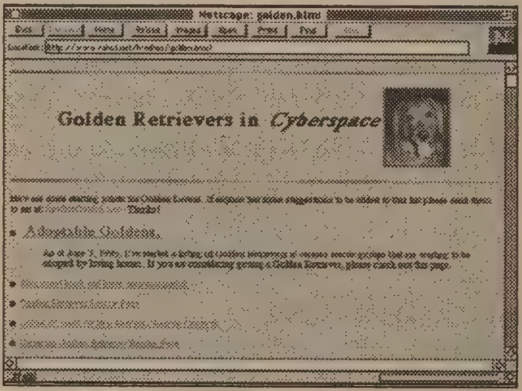


Steve Postma, Furnituremaker and Design

Hello. My name is Steve Postma, and I am a furnituremaker from Boston, Massachusetts. Please take a look around my home page, download some examples and leave a comment about my work!

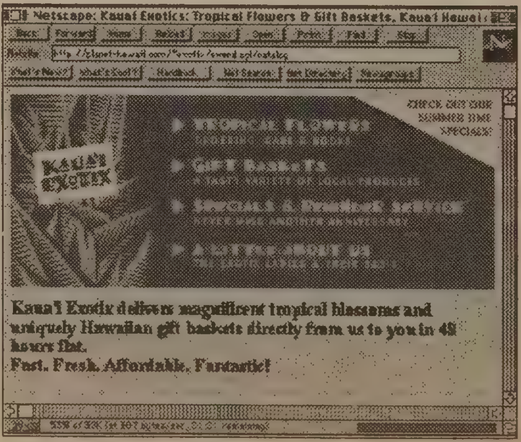
Take a look at a sampling of my work, all furniture has been handmade by myself. It is constructed of top grade materials with complete attention to detail.

http://www.channel1.com/users/postma



Golden Retrievers in *Cyberspace*

http://www.rahul.net/hredlus/golden.html


Netscape: Kauai Exotics: Tropical Flowers & Gift Baskets, Kauai Hawaii
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Kaua'i Exotix delivers magnificent tropical blossoms and uniquely Hawaiian gift baskets directly from us to you in 48 hours flat.
Fast. Fresh. Affordable. Fantastic!

http://planet-hawaii.com/~exotix/

AP Research
http://www.apresearch.com Market research reports and consulting services for PC cards (PCMCIA). [Exp. #141.]

Around-The-World Airfares & Adventures
http://www.highadv.com High Adventure Travel's catalog of discount around-the-world airfares, Himalayan treks, African Safaris, etc. [Exp. #143.]

Art & Artist Network
http://voyager.via.net/netbiz/artist.html International directory of artists, art galleries, and art-related services. [Exp. #141.]

Astrology by Moonlight
http://voyager.via.net/netbiz/astrol.html Monthly personal horoscopes and astrological information. [Exp. #141.]

Astro-Temp
http://voyager.via.net/netbiz/atemps.html High-paying "temp" jobs available now by astrological sign. [Exp. #141.]

The Athlete's Diary
http://alumni.caltech.edu/~slp/tad.html The Athlete's Diary for Windows, Mac, and DOS—complete information and full-featured demo copies. [Exp. #140.]

Australian Embassy
http://www.aust.emb.nw.dc.us General background on Australia, US-Australia trade, the defense relationship, and answers to frequently asked questions. [Exp. #140.]

Azule of Saratoga, Florist
http://www.portal.com/~jdoll/joes/azule Say it with flowers! Order direct via the Net. We ship by wire worldwide. [Exp. #139.]

BahnWare
http://www.bahnware.com/bahnware BahnWare develops WWW solutions for business marketing, distributed engineering, and personal use. Magellan GPS Systems WWW site. [Exp. #139.]

Batman Forever
http://batmanforever.com Artwork, trailers, storyboards, behind-the-scenes glimpses into the making of Batman Forever, and more. [Exp. #143.]

Bay Area Internet Solutions
http://www.bayarea.net Full service ISP, specializing in connecting businesses to the Internet. Web design and hosting. (408)447-8690. [Exp. #144.]

Bay Area Movie Guide
http://www.movietimes.com Bay Area Movie Guide offers movie listings, information, reviews, links to movie company web sites, videos, sound clips, publicity photos, and general cinema information. [Exp. #144.]

Bay Area Real Estate Network
http://www.dnai.com/~ted An excellent resource for buyers and sellers in the Bay Area! [Exp. #140.]

Bay Area Transit Information Project
http://server.berkeley.edu/Transit/ Provides up-to-date public transit information for the San Francisco Bay Area. [Exp. #140.]

BayNet Real Estate
http://www.baynet.com/re.html The Bay Area real estate site. Enter ads for free, search through hundreds of listings. [Exp. #141.]

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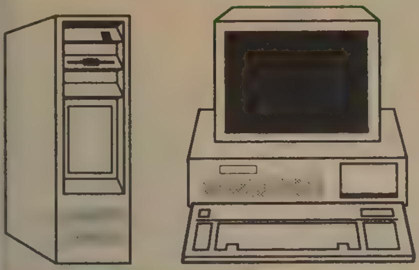
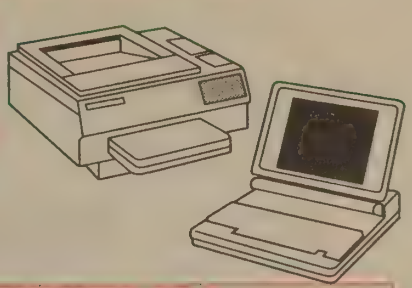


Compu Mart



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	Elite Ultra 16TP/Coax	$97
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Adaptec	1505/1510A SCSI /CD	$59/$69
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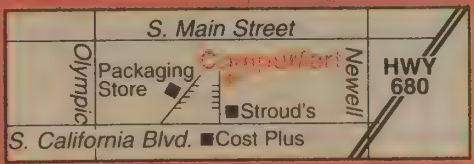

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ATI	Graphic Win Pro 2MB/4MB	$275/$465
	Graphic Xpression 1MB/2MB	$175/$205
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Diamond	Stealth 64 1MB/2MB Dram	$139/$179
	Stealth 64 2MB/4MB Vram	$275/$465
	SpeedStar 64 ISA 1MB/2MB	$149/$199
Herculus	Dynamite Pro 1MB/2MB	$169/$219
Orchid	Kelvin 64 1MB/2MB	$145/$189
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	GXe64 Pro 2MB/4MB	$355/$529
Matrox MGA Xpression+ 2MB PCI		$349

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Panasonic	KX-4400	$399
	KX-SP100 Fax/Prt/Copier	$769
Okidata	OL400e/OL410e	$369/$559
Epson	Action Laser 1100	$389
	Stylus Color Inkjet	$525
Fargo	Color Printer	$739

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Corel	Corel Draw & CD for Windows V3	$415
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	Office for Windows V4.2	$465
	Office Upgrade	$265
	Word 6.0 for Windows	$289
	Word 6.0 Upgrade	$119
WordPerfect		
	WordPerfect Upgrade	$95

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Web Page Listings *continued...*

Bill's House of Financial Independence
http://www.vpm.com/self-help Providing business opportunities for the beginner and seasoned pro. For as little as $20. [Exp. #142.]

Binary Services Solutions
http://www.kaiwan.com/~npham Provider of Internet home page publishing, FoxPro, and C++ business applications. Free initial consultation. [Exp. #142.]

Black Data Processing Associates
http://www-leland.stanford.edu/group/bgsa/bdpa/bdpa.html National network of DP professionals, educators, students, and vendor reps. [Exp. #140.]

BookNet
http://www.armory.com/~timeline/SCbooks.html Santa Cruz County bookstore catalog. [Exp. #140.]

Brazilian Mail
http://www.BrazilianMail.com/Brazil The first Brazilian commercial site, art gallery, business center, newsstand, travel agency, and more. [Exp. #144.]

Buzznet Magazine
http://www.hooked.net/buznet An SF-based online cultural Web magazine capturing colorful, fresh images, words, and sounds constantly. [Exp. #141.]

California Association of Residential Care Homes
http://www.hooked.net/users/rallap/index.html Nonprofit association of care providers, current list of vacancies in Santa Clara County, referrals. [Exp. #143.]

California Computer Expo '95
http://www.qualcomm.com/users/gnash/cce.html Largest consumer computer show on West Coast. August 17–20, San Diego Convention Center. 1-800-573-3247. [Exp. #143.]

Career Taxi
http://www.iquest.net/Career_Taxi/taxi.html A forum for the hottest companies to present their home pages and their employment opportunities. [Exp. #139.]

CDworld: Largest Internet Discount Music Store
http://cdworld.com Discount music store with over 100,000 major and independent label music CDs and videos. Ship worldwide. [Exp. #141.]

Ceolas Celtic Music Archive
http://celtic.stanford.edu/ceolas.html Home of Celtic music on the Net, including tunes, artist profiles, sound samples, resources, etc. [Exp. #143.]

CGC Polar Sea
http://www.compumedia.com/~jef Extensive graphics covering last summer's expedition to North Pole and latest Deep Freeze to Antarctica. [Exp. #141.]

Charlotte's Web—Government Reform Resources
http://www.wmf.net/~cr Links to government and citizen activist groups; ftp-able grassroots essays, articles; National Debt updates. [Exp. #144.]

The Classic Rock All Stars
http://www.webcom.com/~gsmmedia/crastars Members from Iron Butterfly, Rare Earth, Sugarloaf, and Spencer Davis Group present their Summer '95 Tour. [Exp. #144.]

Clocks & Time
http://glen-ellyn.iit.edu/~clocks/clocks/clocks.html Over 200 pages: clock, watch collecting, repair, sundials, time standards: organizations, museums, publications, and software. [Exp. #140.]

Compuforms Co.
http://www.cpfc.com/compuforms Electronic forms, continuous forms, labels, checks, and downloadable artwork. [Exp. #144.]

The (Consumer or Business Product and Service) Idea Factory
ftp://ftp.crl.com/users/ro/csharrow/ideas.html Bold ideas about marketing, new products or services, product improvements, clever distribution, hot promotions. [Exp. #140.]

Cool Web Page
http://www.hia.com/hia/pcr/ For thought-provoking content. [Exp. #144.]

Copyright Clearance Center
http://www.directory.net/copyright Offers an automated process for obtaining and paying for reprint rights. [Exp. #143.]

County of Orange
http://www.oc.ca.gov Information on the Orange County board of supervisors, meetings, and press releases. [Exp. #142.]

Credi-Call
http://branch.com:1080/cc/cc.htm Use your credit card as discount calling card. Up to 90% savings on long distance. [Exp. #143.]

Cryptography, PGP, and Your Privacy
http://draco.centerline.com:8080/~franl/crypto.html Links to many of the Web's resources on cryptography, PGP documentation, privacy-related Web links. [Exp. #140.]

Crystal Rain Media Entertainment
http://www.earthlink.net/~crystal "Hip Hop Animal Rock," award winning aerobic video for children. Sound and video clips. [Exp. #144.]

CyberLaw
http://www.portal.com/~cyberlaw/ Educational service on computer law for computer users published monthly, including CyberLaw and CyberLex archive. [Exp. #141.]

CyberNautix, Inc.
http://www.community.net/~nautix/ UNIX and Internet technical services firm. System management, training, and custom services described. [Exp. #143.]

Cyno Technologies
http://www.cyno.com/cyno/ Cyno Technologies, Inc. provides computer user authentication systems, including solutions for enhanced remote access security. [Exp. #142.]

DCI
http://www.DCIexpo.com Get the latest information on high-tech conferences and expositions like Web World, EMail World, and more. [Exp. #140.]

Democratic Party Home Page
http://www.webcom.com/~digitals A place to find information on Democratic officials, organizations, and candidates. [Exp. #141.]

Digital Freedom Network
http://www.iia.org/dfn/ Circumventing censorship of published material by posting the works on the Internet. [Exp. #143.]

Easy Resume
http://www.dnai.com/~lji Free resume outline and sample resume for software developers. [Exp. #140.]

eCenter
http://www.ecenter.com Putting businesses on the WWW in Virtual Trade Shows, general categories, email paging, business information. [Exp. #141.]

EDGE Home Page
http://www.well.com/www/edgehome Home page of EDGE, leading interactive entertainment publisher of *EDGE* magazine and EDGE games. [Exp. #141.]

The electronic Gourmet Guide
http://www.deltanet.com/2way/egg *The eGG* is the Internet's first full-color food magazine featuring interviews, articles, recipes, columns, news, and links. [Exp. #143.]

The Electronic Telegraph
http://www.telegraph.co.uk Britain's first and best online daily news source—a crossword, too. [Exp. #140.]

Employment Today
http://204.188.129.2/netbiz/employ.html High-paying permanent and temporary jobs available now, plus agency listings. [Exp. #142.]

Endeavour Travel
http://www.anzac.com/endnb/endvr.html Information and discount travel packages to Australia and New Zealand. [Exp. #142.]

Enterzone
http://enterzone.berkeley.edu/enterzone.html Noncorporate, professional Web zine. Enterzone is a hyperzine of writing, art, and new media. [Exp. #140.]

Enzian Theater
http://magicnet.net/enzian/ Home page of Enzian Theater, film center for Central Florida: special event info, film-related links. [Exp. #141.]

FaxBox Network
http://voyager.via.net/netbiz/faxbox.html How to have your own fax-on-demand box and make money. [Exp. #142.]

Film Analyst On-Line
http://www.kaiwan.com/~stussy/taussig/film01.html A thoughtful analysis of popular and classical movies and the impact on popular culture. [Exp. #142.]

FLASHERS
http://www.armory.com/~grape/ Daily comics by Elliot Feldman. Bring your own trenchcoat. [Exp. #142.]

Flash Sheridan's Newton Software
http://www.rahul.net/flasheridn/ Newton Register allows users to pay for shareware via email. Disabler is a startup manager. [Exp. #139.]

Focus on Africa
http://login.eunet.no/~presno/sample4.html Connectivity issues, sources of information about Africa for various applications (news, Web, and gopher servers). [Exp. #139.]

Fountainhead Internet Systems WWW Site
http://www.earthlink.net/~fountainhead Designers of World Wide Web sites. Host of the LA Superstation. LA Advertising. [Exp. #141.]

Four Leaf Clover
http://204.188.129.2/netbiz/fourleaf.html How to play the Canadian lottery and make money every month. [Exp. #142.]

Furnituremaker and Design
http://www.channel1.com/users/postma Steve Posta Furnituremaker and Design specializing in custom veneer and curved furniture. [Exp. #144.]

Galaxy Entertainment Network
http://www.power.net/galaxy Providing entertainment information, showcasing worldwide talent, business opportunities, programming, and weekly Internet funnies. [Exp. #142.]

The Gigaplex
http://www.gigaplex.com/wow A whopping arts & entertainment web-magazine featuring film, TV, music, theater, books, and celebrity interviews. [Exp. #144.]

Girvies Davis Home Page
http://www.mcs.net/~bkmurph/girvies.htm Home page of Girvies Davis, Illinois death row inmate. Clemency petition, articles, "evidence," pictures, audio, more. [Exp. #142.]

Global Campus
http://www.csulb.edu/gc/ Distributed database containing new media for use in enhancing learning and teaching. For educational use. [Exp. #140.]

Global Communications Group
http://www.globalcom.com/global Internet consulting, training, seminars, Web page production. Ten years Internet R&D experience. [Exp. #140.]

Global Futures Foundation
http://www.quiknet.com/globalff/globalf0.html Environmental Web site for businesses, with publications and Future 500 CEO resource efficiency roundtable. [Exp. #142.]

Golden Retrievers in Cyberspace
http://www.rahul.net/hredlus/golden.html Information on Golden Retrievers: how to find breeders, rescue groups, GRCA, and more. [Exp. #144.]

GolfWeb
http://www.golfweb.com Complete source for everything related to golf on the WWW: results, statistics, live reporting, course information, more. [Exp. #141.]

Graffiti Wall
http://www.lh.com/cgi-bin/wall Hot tips and interesting places on the Web. Check it out or share some of the places you have found. [Exp. #140.]

Grant Tracker Home Page
http://www.rahul.net/kendric Software that keeps researchers from overspending their research grants. Download demos: DOS, Win, Mac. [Exp. #141.]

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WIT 486DX4-100 w/256K CACHE	$990
WIT 486DX2-80 w/256K CACHE	$970
WIT 486DX2-66 w/256K CACHE	$950

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17" SVGA .28 Monitor	Add $425
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- 101-K Keyboard
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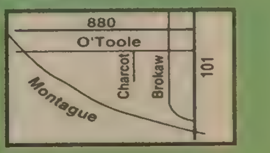

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Online Guide

Web Page Listings *continued...*

Greenbelt Alliance
http://www.greenbelt.org/gba Everything about the Bay Area's greenbelt of open space: maps, outings, issues, factsheets. Fight urban sprawl! [Exp. #143.]

Greenpeace Climate Homepage
http://www.greenpeace.org/ Berlin Climate Summit info, FAQ on climate change, links to other climate info on the Net, more. [Exp. #141.]

Harmony Central Music Pages
http://harmony-central.mit.edu/ Resources and links for the musician, including guitar, bass, effects, MIDI, keyboards, software, and more. [Exp. #142.]

Hawaii Made Easy!
http://www.aloha.com/~optunehi Learn about one of the healthiest states and one of the safest. Many businesses and jobs. [Exp. #139.]

History Computerization Project
http://www.history.la.ca.us/history This Project includes: request forms for a free History Database tutorial, photos on display, and directories of historical resources. [Exp. #144.]

The Home Owner's Page
http://www.weblink.com/homeowners/ A directory of contractors, plumbers, electricians, gardeners, and other professionals offering services to home owners. [Exp. #144.]

HOMEPAGE.HTML
http://www.hooked.net:80/users/tpitre/homepage.html Personal page for Pitre and MSRI, Inc. [Exp. #141.]

Home Pages, Inc.
http://www.homepages.com/ A full-service WWW authoring firm and creators of the World Wide Yellow Pages at http://www.yellow.com/. [Exp. #140.]

Homes & Open Houses
http://openhouses.com Your comprehensive source for real estate information on the Internet. [Exp. #140.]

Hooked
http://www.hooked.net Hooked is an Internet service provider using the amazing Internaut software. [Exp. #139.]

Hotel California
http://kincyb.com/ Check into the friendliest hotel in the West. Full of Internet games, 24 hrs. chat, and adult files. [Exp. #144.]

HTML to ICADD/Braille
http://www.ucla.edu/ICADD/html2icadd-form.html This form allows valid HTML to be transformed to ICADD and/or Braille for print-impaired users. [Exp. #142.]

HYNET Technologies
http://www.hynet.com Providing unique systems that seamlessly integrate hypertext, smart search engines (HYNET), and databases for CD-ROM and Internet publishing. [Exp. #144.]

Hypnotherapy by Rosa Kitchen
http://www.he.tdl.com/~kitchen Calm, calmer, calmest. Develop a solid, unshakable personal power. Heal from within through hypnosis. [Exp. #143.]

I-Comm: Web Surfing Without SLIP/PPP
http://www.best.com/~icomm/icomm.htm I-Comm is a full-featured graphical WWW browser which doesn't need SLIP/PPP connections. [Exp. #141.]

Imago Dei
http://www.art.net/Studios/Visual/Jaxun/homepage.html An all-digital incarnation of one computer support tech's emerging Muse... [Exp. #141.]

Immigration and Visas
http://www. schulzlaw.com/~mschulz Law offices of C. Matthew Schulz. Information on US visas and employment-based immigration. [Exp. #144.]

Impact Online
http://www.webcom.com/~iol/ Impact Interactive access to nonprofit organizations, topical issues, and information on a range of social issues. [Exp. #144.]

INDEX.HTML
http://www.manual3.com/manual3 Manual 3, Inc. is a 13-year-old technical writing firm serving the technology industry. [Exp. #140.]

IndustryNET
http://www.industry.net Keeping in touch with the computer industry. Product and service information including local suppliers. [Exp. #140.]

Infolink Information Center
http://www.infolink.net/ Fastest-growing Internet service provider in Hong Kong. See how to get connected in Hong Kong. [Exp. #139.]

INFOWERKS
http://www.best.com/infowerk/ Cool students/Web consultants page, artistic, interesting connections. [Exp. #139.]

The Institute for Global Communications Progressive Directory
http://www.igc.apc.org [Exp. #142.]

Institute of Heartmath
http://www.webcom.com/~hrtmath/IHM/AboutHM.html Research-based training for developing enhanced intuitive intelligence to successfully manage mental and emotional choices. [Exp. #144.]

Intelligent Media
http://smartworld.com/intmedia Full-service interactive multimedia production company, service bureau. [Exp. #141.]

The Interactivist
http://199.172.178.200 A place that facilitates Internet social education and activism. Also the home of Free Burma. [Exp. #141.]

Interactivist/Go Digital Online
http://www.godigital.com *Go Digital Interactive Magazine*'s home page: preview of CD-ROM, additional materials, subscribe, send stuff for inclusion, etc. [Exp. #141.]

InterBIZnet
http://www.ibiznet.com/ We provide businesses in Southern California with Web design, hosting online marketing, and Internet expertise. [Exp. #143.]

Internal Revenue Service
http://www.ustreas.gov/treasury/bureaus/irs/irs.html Provides tax forms, answers to frequently asked questions, where to get more help, and where to file. [Exp. #139.]

International Food Information Council
http://ificinfo.health.org or *gopher://ificinfo.health.org* The International Food Information Council (IFIC) Foundation offers up-to-date facts on food safety and nutrition. [Exp. #144.]

The International Home Exchange Network
http://www.magicnet.net/homexchange Listings of home exchange opportunities, local cost vacation rentals, bed & breakfasts, "mom and pop" hotels, and more. [Exp. #143.]

International Netsuke Kenkyukai Society
http://www.hooked.net:80/users/yukiyama/ Information on Netsuke Kenkyukai Society and collecting netsuke (Japanese antique toggles). [Exp. #141.]

International Paperweight Society
http://www.armory.com/~larry/ips.html A nonprofit organization dedicated to furthering the awareness of fine glass paperweights. A mecca of information. [Exp. #142.]

Internet Health Resources
http://www.ihr.com Extensive and practical health resource information for Internet users. [Exp. #142.]

Internet Literacy Consultants
http://www.matisse.net We help people understand and use the Internet and related technologies to accomplish their goals, via seminars and consulting. [Exp. #139.]

The Internet MainStreet
http://www.mainstreet.net ISDN and leased line Internet provider for Silicon Valley. Cool eclipse photo. [Exp. #140.]

Internet Presence Providers
http://www.internex.net/ipp Providing businesses with complete Web site design. Focusing on real estate, art, investments, and online malls. [Exp. #140.]

Internet Roundtable Society
http://www.IRSociety.com Providers of business WWW services: home pages, promotion, etc. [Exp. #139.]

InterNex•Tiara
http://www.internex.net High-speed ISDN Internet access provider. Provides information about ISDN, access options, products, and services. [Exp. #140.]

InVision Consulting
http://www.iconsulting.com/ Leading solution provider of Web page development, Internet connectivity, training, etc. We do it all! [Exp. #142.]

IRIS Media Systems
ftp://ftp.netcom.com/pub/rl/rlai/www/home.html Home of Xantippe—The Information Structuring Workbench, a Windows hypertext/hypergraphics authoring environment for HTML files. [Exp. #141.]

ISDN*tek
http://www.isdntek.com PC-based hardware for high-speed ISDN access. [Exp. #142.]

Japan Summer Program
http://www.kaiwan.com/~stussy/japan95/japan11.html Information about studying photography or the Japanese language in Japan during the summer of 1995. [Exp. #142.]

Jeff's Homepage—The Quam
http://www.emf.net/~quam Jeff's Homepage and link to the Pirate Squid Club. Lots of useless nonsense. [Exp. #141.]

JES & Associates, Inc.
http://www.jes.com/jes Hands-on workshops covering PICK, Advanced PICK, Unidata, uniVerse, UNIX, Internet, and WWW. [Exp. #144.]

John Perry's Home Page
http://www.perry.com/ I'm B1FF!!! (a film festival), The Liberal Materialists (my band), photos, poetry, and much more. [Exp. #139.]

Jow's trueSpace Home Page
http://csual.cs.ucla.edu/truespace Provides images, utilities, and links of interest to the Caligari trueSpace user. [Exp. #140.]

Karma Kagyu Buddhist Cyber Center
http://144.92.74.130 Introducing Karma Kagyu lineage of Tibetan Buddhism, main teachers, teaching and meditation schedules, presenting quarterly magazine. [Exp. #142.]

Kaua'i Exotix
http://planet-hawaii.com/~exotix/ A small tropical flower business in Kaua'i doing all of our business via the Internet. [Exp. #144.]

KBBS Online
http://kbbs.kbbsnet.com Interesting Web site links, WWW business marketing info, online service info. [Exp. #142.]

Kerry's Connection
http://www.crl.com/~zallar/index.html Comedy Impressions—live and voice mail, QB Experience musical group, SRV School of Performing Arts. [Exp. #144.]

LAcon III
http://sundry.hsc.use.edu/lacon3/ Web site for the World Science Fiction Convention coming to Anaheim in 1996. [Exp. #144.]

LatinoWeb
http://www.catalog.com/favision/latnoweb.htm Provides a platform for Latino organizations to make their information available to the Internet. [Exp. #141.]

Launch Point Internet Service
http://www.lpoint.com How to get a Web site for your company. [Exp. #142.]

Links From the Underground
http://raptor.swarthmore.edu/jahall/ Original writings, anecdotes, and links with commentary convey a Net and world view on the Web. Coordinated craziness! [Exp. #140.]

Links Golf by Bengtson Company
http://www.well.com/www/bengtson/golf.htm

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Web Page Listings *continued...*

Northern CA golf course directories, travel lodging, dining information, golf product information, and photos. [Exp. #142.]

LinkStor Home Page
http://www.linkstor.com PC network and storage reseller in Silicon Valley. [Exp. #143.]

Loser Love Songs
http://www.slip.net/~mbutler/index.html Home of San Francisco power-pop band the Flex-a-Pleasers. Contains audio of every song in the catalog, more. [Exp. #143.]

Magnolia Jazz Band
http://www.sensemedia.net/sprawl/41345 Over twenty years jazzing up special events throughout SF Bay Area. [Exp. #144.]

Marine Jewelry by Robert Straight
http://www.stw.com/rls/rls.htm Ocean life rendered in fine gold jewelry. [Exp. #142.]

Mark Holt's Home Page
http://www.sun.com/sunsoft/cdware/mark.html A collection of cool and unusual Web sites. [Exp. #140.]

Match.Com
http://www.match.com "We met on the Net!" Thanks to Match.Com, the online dating service for the '90s. [Exp. #140.]

Midnight Special Bookstore Home Page
http://msbooks.com/msbooks Midnight Special's motto is taken from Bertolt Brecht: "Hungry man, reach for the book: It is a weapon." [Exp. #141.]

The Millennium Whole Earth Catalog
http://www.well.net/mwec/ 29 pages from the Whole Earth Catalog transformed into about 170 Web pages. [Exp. #142.]

Minor Leagues, Major Dreams
http://www.deltanet.com/minorleagues Minor league baseball, hockey, arena football, Indy 500 sports apparel retail sales. [Exp. #140.]

Modulus Graphite
http://www.dnai.com/~modulus Catalog of high-end basses and guitars. [Exp. #139.]

Motorcycle Online
http://motorcycle.com/motorcycle.html Anything and everything to do with motorcycles. [Exp. #139.]

Multiworld Magazine
http://www.jnw.com.mw/index.html Multiworld is a multimedia, multilingual magazine published bimonthly via the Web. [Exp. #144.]

Mystic Sports Journal
http://www.sirius.com/~regent/MSJ Spinmeister Jim Webster does sports like you've never seen it. [Exp. #144.]

Napa Valley PC Users Group
http://community.net/~stevefc/index.html The home page for the Napa Valley PC Users Group. [Exp. #141.]

The National Center for Employee Ownership
http://www.esop.org/~nceo/ Provides information on employee ownership in the US and elsewhere and lists publications and events. [Exp. #143.]

Natural World
http://www.cdnet:com/naturalworld Natural World makes 100% nontoxic, all-natural, chemical-free products for cleaning, infant care, nutrition, and pet care. [Exp. #143.]

Net Advantage
http://www.netadvantage.com/ Web site developer and marketing agency. [Exp. #144.]

NetBiz
http://204.188.129.2/netbiz/netbiz.html or *http://voyager.via.net/netbiz/netbiz.html* Your advertising gateway to the Internet. Home pages and online advertising worldwide. [Exp. #140.]

Netsurfer Digest Home Page
http://www.netsurf.com/nsd Netsurfer Digest is a free, email-delivered e-zine bringing cyberspace directly to your mailbox. [Exp. #140.]

NetWings
http://netwings.com NetWings is a software package that turns a small Macintosh into a full Internet server. [Exp. #143.]

Network World
http://voyager.via.net/netbiz/network.html The international directory of MLM and network marketing opportunities. [Exp. #141.]

New Wave Culture Plaza, Inc.
http://www.rahul.net/newwave/newwave.html A mail order company dedicated to Chinese culture. Chinese CDs, LDs, CD-ROMs... [Exp. #140.]

Nightflight Essential Guide to New York/Los Angeles at Night
http://www.echonyc.com/~voice The Nightflight Guide features recommendations for the hippest nightclubs, eating, drinking, and gaming establishments in New York and Los Angeles. [Exp. #144.]

Northern California Guide to Minor League Baseball
http://www.webcom.com/~rmd/baseball/minor-league.html Schedules, directions, ticket info, etc. for San Jose and Stockton. Coming soon: Modesto, Salinas, Sonoma. [Exp. #140.]

Novell Service & Support
http://www.aimnet.com/~yungi/lansol.html Novell network specialists—CNE. We offer Novell-authorized

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Web Page Listings *continued...*

network installation, service, and support. [Exp. #143.]

OBSCURE RESEARCH LABS
http://140.249.8.212/ORL/ Specializing in: UFOs, time travel, paraphysics, matrix technology, disinformation tracking, all the answers. [Exp. #143.]

OCSUG HOME PAGE
http://halide.acs.uci.edu/ Home page of the Orange County Sun User Group. [Exp. #143.]

THE OMEGA TRANSMISSIONS—A TECHNO-THRILLER
http://one.mind.net/omega/index.html An action-packed adventure about NASA's SETI project (Search for Extraterrestrial Intelligence). [Exp. #140.]

THE ONLINE ISLAMIC BOOKSTORE
http://www.sharaaz.com Quality books, CD-ROMs, tapes, software on Islam. View screenshots and descriptions of products. Order online. [Exp. #143.]

THE ONLINE WORLD MONITOR
http://login.eunet.no/~presno/monitor.html A free, bimonthly online product for supporters of *The Online World* resources handbook; subscriptions available. [Exp. #141.]

THE ONLINE WORLD—ONLINE RESOURCES HANDBOOK
http://login.eunet.no/~presno/index.html Broadcasting schedules for news in many languages, world travel guides, international affairs, health, much more. [Exp. #142.]

ONLY MULTIMEDIA, INC.
http://www.webcom.com/~only A widely known, super hot WWW site that your company can be a part of! (818)753-0037. [Exp. #142.]

OPEN BOOK
http://futon.sfsu.edu/%7etalon Open Book presents "Women's Journals," an interactive piece that was created exclusively for the Web. [Exp. #141.]

PACNETWEB
http://www.pacnet.com/ Pacific Internet and its PacNetWeb are your single source for Internet products and services. [Exp. #144.]

PALOOKAVILLE HATS
http://www.primenet.com/~hanibal/hat.html Cool hats for the Global Village Idiot in all of us. [Exp. #141.]

PARENTSPLACE.COM
http://www.parentsplace.com/ The parenting resource center on the Web: reading rooms, chat, shopping mall with parenting and childcare products. [Exp. #144.]

PATRICK SALSBURY'S HOME PAGE
http://www.visionware.com/pat.html 110+ starting points for exploring the Web, HTML URLs, and me on a rock. :-) [Exp. #140.]

PCTRAVEL
http://www.pctravel.com or *http://www.nando.net/pctravel.html* Real-time online air reservation and ticketing service with encryption and free overnight delivery of tickets. [Exp. #143.]

PHIL GRAMM FOR PRESIDENT CAMPAIGN
http://www.gramm96.org Speeches and articles from the campaign trail intermixed with graphics, audio and video clips, and more. [Exp. #143.]

PHOENIXWEB
http://www.ptltd.com BIOS, plug and play SW, PCMCIA SW, Eclipse SW for desktop, portable, and handheld PCs. [Exp. #140.]

PIKES PEAK CAM
http://www.softronics.com A spectacular, unobstructed view of Pikes Peak, updated every two minutes, from the roof of Softronics. [Exp. #142.]

PLUG INTO AVCOM
http://siesta.packet.net/avcom/ Total solutions Web source. We will help you deliver your business concepts via the WWW. [Exp. #143.]

P-NET
http://www.p-net.com P-Net offers complete design, service, and support for your Web pages. Support includes HTML coding, cgi scripting, and scanning. [Exp. #144.]

QUOTECOM
http://www.quote.com/ Stock quotes, business news, and financial market data for investors. [Exp. #139.]

RATIONAL DATA SYSTEMS
http://www.rds.com Just the basics so far, including employment and WWW contracting opportunities. Fancier stuff to follow. [Exp. #144.]

REGENT PRESS
http://www.sirius.com/~regent A printer in Berkeley and publisher of *The Oracle* (Facsimile Edition) and *The Fringe Series*. [Exp. #144.]

RESUMES ONLINE
http://voyager.via.net/netbiz/resumes.html The place for job seekers to tell the world market of their availability. [Exp. #141.]

THE RIVENDEL PAGES
http://umbc8.umbc.edu/akhatt1/Rivendel.html Multiuser chat sites dedicated to communications for global understanding and creative expression. Come visit us. [Exp. #142.]

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http://www.rle.com/~rle/index.htm RLE is an indepen-

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email: info@svii.com

Web Page Listings *continued...*

dent film, video, and WWW page production company. [Exp. #144.]

Rock and Roll Digital Gallery
http://www.hooked.net/julianne/index.html A digital gallery featuring poster art and images with rock 'n' roll as the theme. [Exp. #143.]

Rock Around the World
http://www.ratw.com Rock Around the World radio shows and newspapers: music, interviews, news—the '70s through today. [Exp. #141.]

Route 66 Los Angeles Webstation
http://www.losangeles.com Find information about movies in theaters, on TV, and on video. This is a locally focused site supported by layers of global information. [Exp. #144.]

RTFM World
http://www.dnai.com/~cthomas/rtfm RTFM is an occasional rock 'n' roll band of Sybase tech support people. [Exp. #140.]

sale@exodus.com
http://www.exodus.com The complete solution to Internet access for business, education, and government applications. [Exp. #142.]

Salsa Express
http://www.stw.com/se/se.htm Southwestern culinary catalog. One-stop shopping for your salsa and hot sauce needs. [Exp. #142.]

San Francisco Bay Area and Beyond
http://www.hyperion.com/ba/sfbay.html Pointers to local attractions, entertainment, community services, employment, newspapers, sports, dining, and more. Updated weekly. [Exp. #140.]

The San Francisco Network
http://www.SF.net Growing collection of Bay Area databases and newsletters including restaurants, wineries, entertainment, and commercial locations. [Exp. #139.]

San Francisco Web
http://www.sfweb.com Body, mind, spirit, personals, neighborhoods, and, of course, business listings. [Exp. #142.]

San Jose State University Continuing Education
http://conted.sjsu.edu/ Degree credit, certificate, and professional development courses open to all adults—on and off campus. [Exp. #142.]

San Jose Symphony Home Port
http://webcom.com/~sjsympho/ Meet Maestro Leonid Grin and the eighty-nine musicians of the San Jose Symphony. [Exp. #139.]

San Mateo Times
http://www.baynet.com/smtimes/index.html San Mateo County's only daily newspaper. [Exp. #139.]

The Seamless Website
http://tsw.ingress.com/tsw/ Advertisements for law firms and legal services providers, law review articles, and other legal information. [Exp. #140.]

Sega Web
http://www.segaoa.com Product information and graphics from the interactive king. Contests for prizes. [Exp. #140.]

Seminars in Usable Design
http://www.info-design.com/usable.design Seminars in online information design, UI design, and usability testing. Leaders include William Horton. [Exp. #141.]

Sensational Seminars
http://www.onramp.net/sensational Sensational Seminars, Inc. "We Make Education an Experience" presents "Hollywood in Cyberspace" in LA. [Exp. #139.]

Serenity
http://www.tecnation.com/serenity/ [Exp. #144.]

Sharrow Advertising & Marketing BizInfo Resource Center
http://www.dnai.com/~sharrow/register.html Advertising and marketing reports and issues, mail order catalogs, ad parodies, humor and sarcasm, digital age issues, and essays. [Exp. #142.]

SK Writers Home Page
http://www.skwriters.com A placement agency specializing in technical pubs, marcom, and training professionals. [Exp. #141.]

Sophal's Place
http://www.csua.berkeley.edu/~sophal Sophal's home page has many links to Cambodian-related home pages, not to mention his favorite quotations. [Exp. #140.]

Software Technology Service
ftp://ftp.crl.com/ftp/users/ro/sts/StsWWW/home-page.html Software and electronic analysis, design, and engineering. Specializing in unusual languages, systems, projects, and prototypes. [Exp. #140.]

Solutions Seminars
http://www.best.com/~solution Seminars for technical publications and training professionals. Documentation, online information. [Exp. #142.]

Songwriting Consultants, Ltd.
http://www.earthlink.net/~songmd/ Hit songwriter Molly-Ann Leikin helps good songwriters become hit songwriters. Check out her Songwriter's Collaboration Network. [Exp. #144.]

SpeedGate Communications
http://www.speed.net Complete Internet service provider for the Orange County/Long Beach area. Information on services and prices. [Exp. #142.]

Sports World Internet
http://www.sports-world.com/sports/home.html Live Sports Chat, $1000 contest, fantasy Football League, user articles. Sports experts and novices welcome. [Exp. #144.]

The SRMC Spider Web
http://sweb.srmc.com/ Full-service ISP-WWW, 28.8, ISDN through T-1, as well as on-site support and maintenance. [Exp. #140.]

Stanford Center for Tuberculosis Research
http://molepi.stanford.edu Research at Stanford University tracking the spread of tuberculosis in San Francisco. [Exp. #140.]

Stanford University Bechtel International Center
http://fuji.stanford.edu/icenter/icenter.html Programs and services offered by I-Center for Int'l. students/scholars, families, and students who want to travel abroad. [Exp. #142.]

Starbox Grand Central
http://www.starbox.com/starbox/ Contact Tecnation Digital World for your own Starbox™ WWW site and inclusion in the intuitive Starbox directory. [Exp. #141.]

Steve's Hot Stuff!
http://www.sonic.net/~stephen/ Places to explore, useful links for finding helper apps, freeware, and shareware. User Group info. [Exp. #144.]

Stowe Mountain Resort
http://www.together.com/sms/stowe Photos, weather maps, snow condition reports, press releases, lodging information, insider's guides, and special offers. [Exp. #139.]

SuperBusiness NET
http://www.sbusiness.com Web pages, ftp, and Internet services for business. We will be featuring secure transactions via the Web. [Exp. #140.]

Sybase Home Page
http://www.sybase.com Info on products and services; views of the San Francisco Bay by clicking on BayCam button. [Exp. #140.]

Symmetric Technology
http://www.Symmetric.com Corporate Web page address. [Exp. #141.]

The Syndicate
http://www.centcon.com/~billman/syn.html Devoted to helping those who seek financial information. Many articles, pointers to other investment information sites. [Exp. #142.]

The Tax Prophet
http://www.taxprophet.com The Tax Prophet deciphers the Internal Revenue Code for taxpayers and professionals alike. [Exp. #141.]

Tecnation Digital World
http://www.tecnation.com Tecnation Digital World provides industrial design for the Information Superhighway and develops its own products. [Exp. #143.]

TELOS, the Electronic Library of Science
http://www.telospub.com/ TELOS publishes scientific titles with electronic components: CD-ROMs, diskettes, or files via Internet. It's cool.

Things I'd Like to See in CyberSpace
http://www.clark.net/pub/journalism/wishes.html A simple home page to collect the thoughts and wishes of those using the Internet. [Exp. #139.]

This Is True
http://infoark.com/freecom/ Home of the popular "This Is True" newspaper column, which is also available by listserv. [Exp. #144.]

THOMAS
http://thomas.loc.gov US House of Representatives: full text of all bills of 103rd Congress, email addresses, more. [Exp. #139.]

Tim Ho
http://cad.ucla.edu:/~ho A serialized comic strip about a PC computer mouse. [Exp. #139.]

Tom Curtis's "Wide World of Art"
http://www.slip.net/~tommy999 Evolving art-based home page including: multimedia, galleries, museums, sound, video, and public and personal art sites. [Exp. #142.]

Tradenet
http://voyager.via.net/netbiz/tradenet.html The international directory of world trade opportunities and offerings. [Exp. #141.]

UC Riverside, California Museum of Photography
http://cmp1.ucr.edu Historical photographs, contemporary media arts, and children's projects are at the UCR/California Museum of Photography. [Exp. #140.]

UC Santa Cruz Extension Catalog
http://www.ucsc.edu/unex Quarterly, UCSC Extension provides its catalog of 500 courses, as well as events and information. [Exp. #141.]

UNCAT: The Catalog of UNCATaloged Titles
http://www.sapphire.com/UNCAT/ Brochures, books, catalogs, newsletters, videocassettes, and audio cassettes not generally available in a bookstore or library. [Exp. #143.]

Uniform Capital Access Network
http://www.ucan.com/ucan/ Offers investors and entrepreneurs the opportunity to explore business prospects. [Exp. #139.]

USAMALL
http://www.usamall.com Fun page with hot and hip info, adventure sports, and entertainment schedule for concerts in the Bay Area. [Exp. #140.]

USS Liberty Home Page
http://www.halcyon.com/jim/ussliberty/ Information and files about the American ship that was attacked by the Israelis during the Six Day War. [Exp. #143.]

Vegan Action
http://www.umanitoba.ca/arrs/va/vegan_action.html A nonprofit group providing information on vegan, animal-free diets, and lifestyles. [Exp. #139.]

Venice Beach, California
http://www.mediaonline.com/bizads/venicebeach.html Celebrate Venice's 90th anniversary in this art community including fitness events in world-famous Muscle Beach. [Exp. #144.]

List Your Web Page

To list your Web home page for FREE, send us the name of the page/site, the URL (address), and a fifteen-word description. Also, please include a contact name and phone number for our reference only. Listings will run for six issues unless renewed. We reserve the right to select listings on a space-available basis and to edit those listings as needed. Send your listing to: *JohnDownen@aol.com*; Web Listings, 3470 Buskirk Ave., Pleasant Hill, CA 94523; or fax to (510)934-3958.

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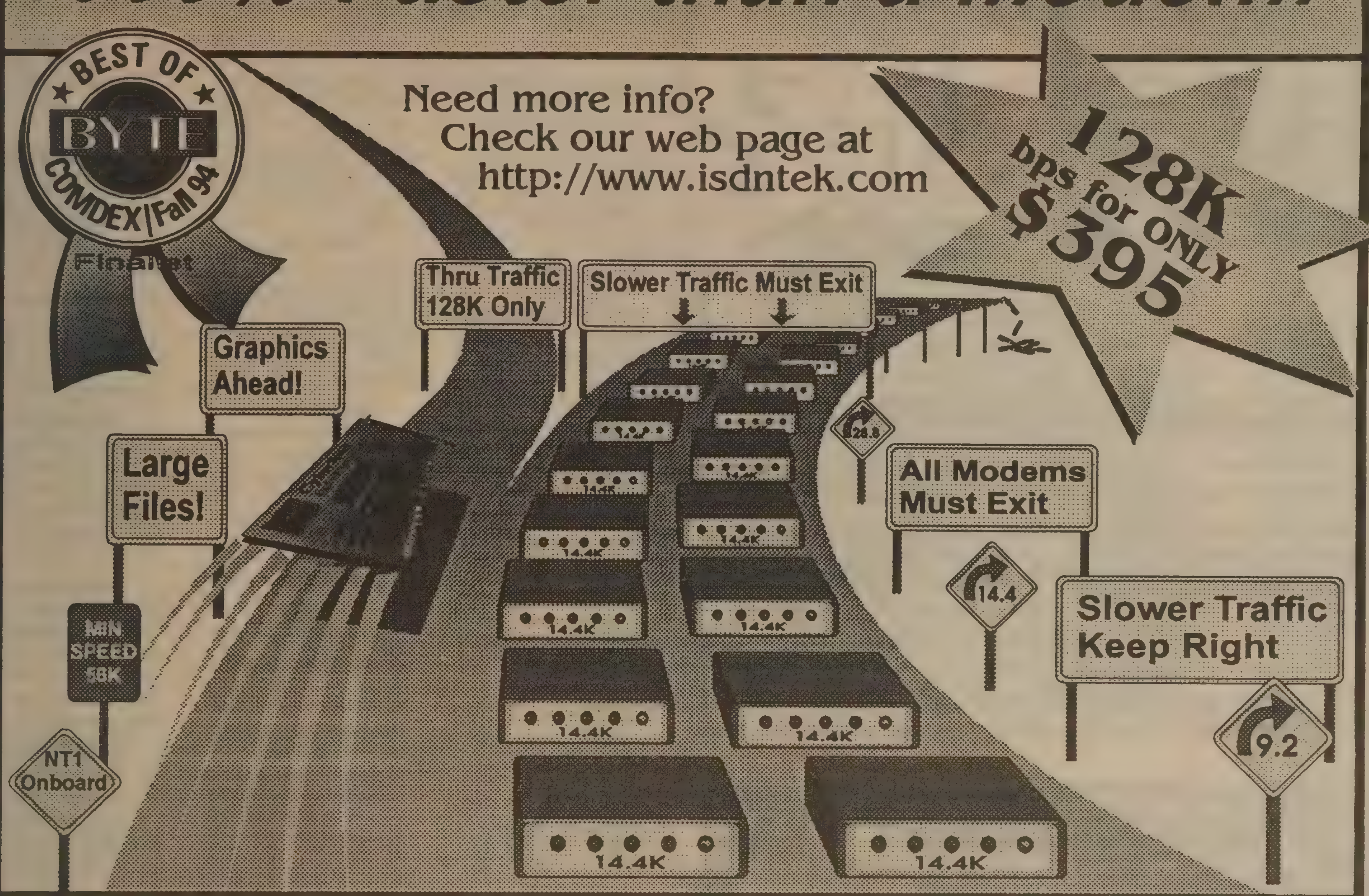
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Web Page Listings *continued...*

Videomaker's Camcorder & Desktop Video
http://www.videomaker.com High-quality, up-to-date information on video production and distribution to democratize and enrich television. [Exp. #141.]

Vinko Kojundzic's Home Page
http://maja.zems.fer.hr/~vkojun This is a home page with nice pictures of Zagreb and a link to our official WWW server. [Exp. #140.]

Virtual Vegas
http://www.virtualvegas.com Virtual Vegas brings fun, entertainment, contests, prizes, and more. You can virtually gamble here—stay tuned! [Exp. #141.]

Virtual Vineyards
http://www.virtualvin.com Learn about the delights of great wine, discover your wine tastes, buy carefully selected wines. [Exp. #141.]

Visionware Home Page
http://www.visionware.com/ PC/UNIX connectivity products: PC X-Servers, terminal emulators, ODBC solutions, and free software demos! [Exp. #140.]

Visual Engineering's Ovation Web Page
http://www.cdrom.com/pub/viseng/ This site features Ovation, a UNIX presentation package. Release 2.0 includes HTML export and PowerPoint import! [Exp. #143.]

Voyager Company
http://www.voyagerco.com Laurie Anderson, the *Paris Review*, the Guerrilla Girls, monthly opinion feature; demos, simulations from Voyager products. [Exp. #142.]

W3-design
http://www.w3-design.com Designers of World Wide Web sites. [Exp. #139.]

Walnut Creek CDROM
http://www.cdrom.com Publisher of over 50 CD-ROM titles and host of the busiest ftp site on the Internet. [Exp. #141.]

Walt Perko's Home Page
http://slip.net/~wperko See pics of CD-ROMs: 10,000 Sounds & Songs, and MegaMODMadNess vol. 1. [Exp. #140.]

Wave Action Surf Magazine
http://www.waveaction.com/mag Surfing from around the globe featuring photos of some of the world's best new school surfers. [Exp. #144.]

The Wave Network
http://www.wavenet.com The Wave Network provides fast, reliable Internet access and Web design to Los Angeles. (213)933-9283. [Exp. #142.]

Web Books—Online bookseller and special services
http://www.primenet.com/~jculp/ Online bookseller with specialties in the areas of sexuality, censorship/conspiracy, and sports. Special free services. [Exp. #142.]

WebChat
http://www.IRSociety/WebChat.html Real-time, multimedia chatting on the WWW. [Exp. #139.]

Web Communications Corp. Home Page
http://www.webcom.com/ Self-service, value-added, inexpensive WWW publishing services. [Exp. #141.]

Webs Are Us
http://www.websrus.com The Internet experts for design, servicing, monitoring, and hosting your business presence on the WWW. [Exp. #142.]

Web World
http://204.188.129.2/netbiz/webworld.html or *http://voyager.via.net/netbiz/webworld.html* The World Wide Web home page directory. Access any listed page with one mouse click. [Exp. #140.]

Weddings Online
http://www.sensemedia.net/sprawl/weddings A one-stop information resource making it possible to plan your wedding right from home. [Exp. #140.]

Welcome to WOL on the Web
http://www.cris.com/WOL The home of *Windows OnLine* and the *WinOnLine Review* (online magazines) commercial and shareware reviews. [Exp. #140.]

Wellness Essentials
http://voyager.via.net/netbiz/weles.html The home page of wellness information and nutritional products and more. [Exp. #141.]

What's New in Travel
http://voyager.via.net/netbiz/travel.html The place to get "freebies," info, discounts, and hot travel deals. [Exp. #141.]

WH Networks
http://www.whnet.com/wolfgang Connecting Minds, data communications archive. [Exp. #140.]

World Conquest
http://dnai.com/~conquest Popular two- to twelve-player wargame (WWII) w/GUI (shareware), hourly turn processing. [Exp. #140.]

The World Square
http://www.w2.com "Virtual mall" with companies doing business in music, art, publishing, food, finance, automobiles, health, and medicine. [Exp. #142.]

Writer's Showcase
http://community.net/~necknox Tells about the author and book on disk called *Fatal Image*. [Exp. #140.]

XROADS
http://xroads.wr.usgs.gov/Welcome.html Links to US Geological Survey Web sites. A way to learn about earth science and the USGS. [Exp. #143.]

Yoga Fitness
http://www.iyouga.com/yf/ Yoga Fitness is the premier Iyengar yoga studio in the South Bay. [Exp. #144.]

you@here.now
http://www.webcom.com/~blessed Interactive philosophical site that allows you to share your contemporaneous thoughts with your fellow beings. [Exp. #140.]

ZIPZAP Universe
http://zipzap.com Home to the ZIPZAP Gallery, *Deep Style* Magazine, ZIPZAP e-zine, and the ZIPZAP Universe BBS. [Exp. #140.]

The Z Times
http://www.lh.com/z National Association of Broadcasters 95 show report, St. Stupid Day Parade in San Francisco, links to unusual sites. [Exp. #142.]

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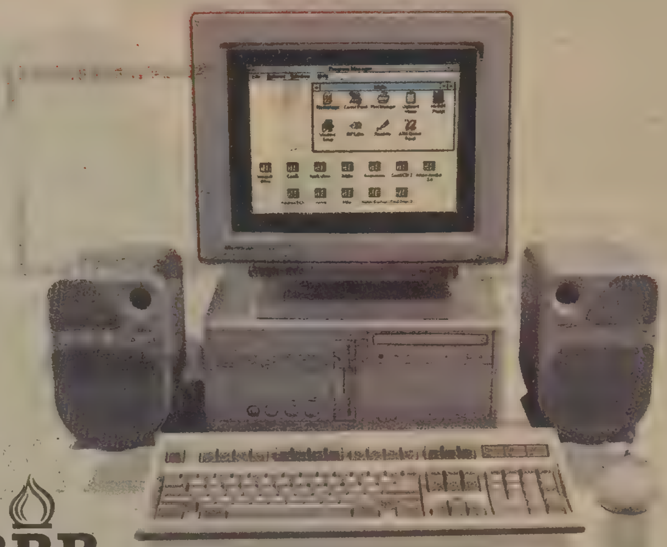

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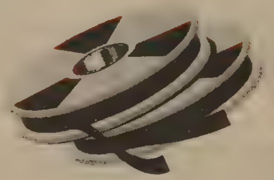

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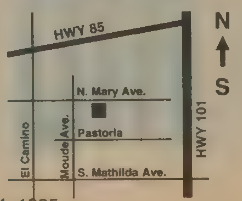

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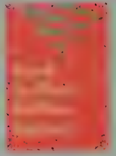

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- 101 Enhanced Keyboard, Keytronics
- HiQ Pro Mid Tower w/250 PS Easy Access, Side Doors Open, 2 Fans
- Microsoft Ergonomic Serial Mouse w/ Pad
- Toshiba Quad Speed IDE CD ROM
- Integrated 16 Bit Sound
- 80 Watt Speakers
- MS DOS 6.22 Installed w/ Manuals
- MS WFW 3.11 Installed w/ Manuals

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New Product

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HiQ Neptune Powerstation

- Intel Pentium CPU
- Intel Neptune Motherboard
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- 256K Cache
- 1.44MB TEAC Floppy Drive
- 850MB EIDE HDD
- PCI EIDE Controller, Built-In
- 2 High Speed Serial, 1 Bi-Dir. Par.
- PCI Cirrus Logic Video w/1MB
- 15" 1280x1024 .28dp SVGA Monitor
- 101 Enhanced Keyboard
- Mid Tower Case w/230 PS
- MS DOS 6.22/WIN 3.11 Wosrkgroups
- Serial Mouse w/ Pad

Pentium 100MHz	**$1789**
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Pentium 75MHz	**$1579**

PC WORLD
January 1995

"HiQ Neptune P90. our test scores show that HiQ's debuta fast Pentium-90 is one of the mightier machines we've tested. We weren't surprised to find lots of expansion"

PC MAGAZINE
Nov/Dec 1994

HiQ Saturn Station

- Intel Advanced/ZP Motherboard
- INTEL TRITON CHIPSET
- 256K CACHE
- Intel CPU
- 16MB of RAM 70ns
- TEAC 1.44MB 3.5" Floppy Disk Drive
- WD 1.2GB IDE Hard Drive
- PCI IDE Controller, Built-in
- PCI Diamond Stealth 64 w/2MB DRAM
- 15" Hitachi Super VGA Monitor 1024x768 Non-Interlaced .28 DP (3 years warranty)
- 101 Enhanced Keyboard, Keytronics Pro
- Mid Tower Case w/ 230 Power Supply
- (7) Drive Bays- (3) 5.25, (2) 3.5, Internal (2) 3.5
- Microsoft Ergonomic Mouse
- MS DOS 6.22 Installed w/ Manuals
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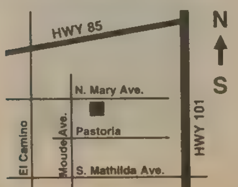

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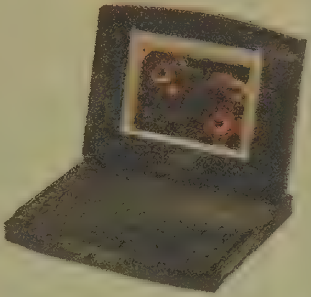

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- Dual Scan Color Screen

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- 8MB RAM
- Dual Scan Color Screen

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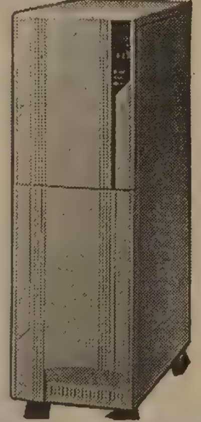

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Intel 'Plato' 75 w/256k	PCI	$552				$1,294	$1,377	
A486DX4-100 w/256	VLB	$314			$874	$1,039	$1,125	
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* PCI Systems include PCI IDE Cont W/Fast IO and S3C864 1MB PCI Graphic Card

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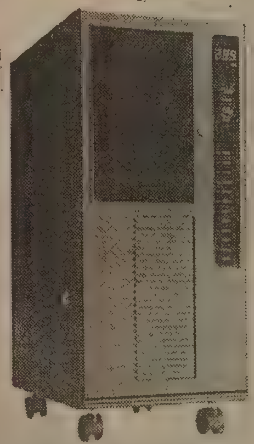

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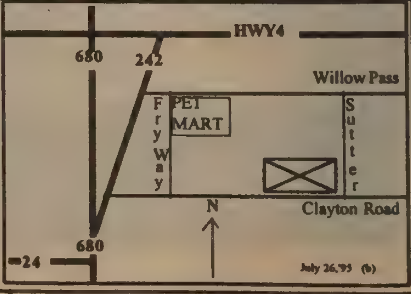

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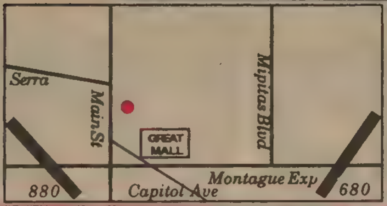

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*Mouse & Mouse Pad
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*Microsoft Money
*Microsoft Works
*Entertainment Package (13 games)

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P5-90 (SIS) PCI	$1674
P5-75 (SIS) PCI	$1573
P5-66 (Opti) PCI + VLB	$1490
P5-60 (Opti) PCI + VLB	$1454
Genoa 486DX4-100 VLB (Intel)	$1397
Genoa 486DX4-100 VLB (AMD)	$1314
Genoa 486DX2-80 VLB (AMD)	$1299
Genoa 486DX2-66 VLB (Intel)	$1317

KEYBOARD

101 Enhanced keyboard	$18
Maxiswitch/Keytronics	26 / 29
Focus 2001/7000/8000/9000	35/47/35/50
Omnikey 101	70

MISCELLANEOUS

❖ZOLTRIX	
Fax Modem (96 F, 24 M)/Win	$39
Fax Modem (14400 F, 14400 M) Int / Ext	55 / 85
Fax Modem 14.4 voice/28,800 V.34	63/135
◆ US Robotics Fax/Modem 14,400	96
◆ US Robotics Fax/Modem 28,800 v.34	206
◆ Microsoft mouse serial/bus	26/53
◆ Logitech Mouseman serial/Bus (4000dpi)	30/51
❖COLORADO	
DJ-35C 350MB/DJ-25 700MB/DJ-50 1.4GB	149/200/325
Trakker 250MB/Trakker 700MB	270/345
◆ Baby AT/Mini Tower case w/230W PS	40
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◆ 101 Enhanced Keyboard
◆ Microsoft Compatible Mouse w/ Pad
◆ Free CPU Fan

486DX4-100 (Intel)	$1070
486DX4-100(AMD)	$987
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540mb/12ms FB540A	180
540mb/14ms(SCSI)	200
730mb/12ms(EIDE)	215
730mb/12ms(SCSI)	249
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540mb/12ms (IDE)	191
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❖CREATIVE LABS	
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SoundBlaster 16 Vibra OEM/MCD w/ASP OEM	75/110
SoundBlaster 16 SCSI-II OEM/ SCSI II w/ASP Orig	110/190
SoundBlaster AWE32	265
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◆CHINON 2XI / 4XI speed CD ROM SCSI	125 / 180
◆MITSUMI 4XI CD ROM IDE	175
◆TEAC 4XI CD ROM IDE	180
◆TOSHIBA CD ROM 5302 4Xi IDE	185
◆TOSHIBA CD ROM 3601 Int / Ext	305/405
◆ Impression 2xi Multimedia Kit: Double-speed CD-ROM + Soundblaster 16 Vibra 5 Microsoft *Home* software + Speakers	210
◆ Impression 4xi Multimedia Kit: Quadruple-speed CD-ROM + Soundblaster 16 5 Microsoft *Home* software + Speakers	299
◆ SCSI 4xi Multimedia Kit: Toshiba 3601 4xi + Soundblaster 16 SCSI-II Microsoft Home software/Dune/MS Mouse Amplified Speakers + Microphone	500

CONTROLLER CARDS

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IDE VESA Local Bus / w/16550	20/34
Enhanced IDE VLB / w/16550	30/40
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Adaptec SCSI 1522	77
Adaptec SCSI 1542CF/1542CF w/Kit	180/240
Adaptec EISA SCSI 2742T OEM w/Kit	247
Adaptec SCSI PCI 2940 OEM/ 2940 w/Kit	215/240
Adaptec SCSI PCI 2940W w/Kit	[illegible]
Adaptec SCSI 2842A-VL OEM w/ Kit	208

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- 16.7 Million Colors
- Expandable to 2MB
◆ 14" SVGA (1024 x 768, .28dp)
- non-interlaced, energy saver
◆ 540 MB Hard Drive
◆ Medium tower Case w/ 230W
◆ 101 Enhanced Keyboard
◆ Microsoft Mouse w/ Pad
◆ Free CPU Fan

Pentium 120 (Intel)	$1723
Pentium 100(Intel)	$1422
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Tarantula VLB/ PCI w/2MB/4MB VRAM	240/355
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32VLB Plus w/1MB/2MB	90/135
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BlackWidow+ PCI/VLB w/1MB/2MB	150/210
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64 VLB/PCI w1MB/2MB/4MB	112/160/255
❖ORCHID	
Kelvin 64 VLB/PCI w/1MB/2MB DRAM	135/177
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Fahrenheit PRO VLB/PCI 2M/4M VRAM	275/405
❖ATI	
ATI Mach 64 WinTurbo PCI w/2MB/4MB VRAM	265/420
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ATI Winturbo VLB w/ 4MB	415

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T2-17TS/T2-17/T2-20	1015/1234/1875
❖NEC	
XP15/XE15/XV15	584/540/435
XE17/XP17/XV17	955/1020/746
XE21 / XP 21	1720/2100
❖MAG	
DX15FE/DX17F (1280x1024)	365/640
❖SONY	
GDM 20SE/ 17SF	1830/825
❖HITACHI	
CM1797(1600X1200,.26)	860
CM-2096 20"	1,180
CM-1587MV	370
ACUVUE GX20/GX21	1460/1769
❖VIEWSONIC	
14 ES/ M-V15ES/ 15GS	269/ 350/ 430
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20PS/21PS	1,390/1,615
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Impression 17" Non-Int. Monitor 0.28	540

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- Tower or Desktop case w/power supply
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- 1:1 Interleave HD/FD Controller
- Tower or Desktop case w/power supply
- 101 Enhanced Keyboard

Optional For Systems

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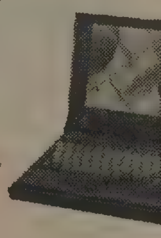

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- 1:1 Interleave HD/FD Controller
- Tower or Desktop case w/power supply
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- Shadow RAM
- 1.2 or 1.44MB Floppy Drive
- 1:1 Interleave HD/FD Controller
- Tower or Desktop case w/power supply
- 101 Enhanced Keyboard

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- 1.2GB $280

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Viewsonic 17	830
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Sony 15SF	435
Sony 17SF	875
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Diamond Stealth 32 VLB 1MB/2MB	110/160
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Diamond SpeedStar Pro PCI/VLB	105
Diamond Stealth 64 PCI/VLB 2MB/4MB VRAM	280/425
Diamond Stealth 64 PCI/VLB 1M/2M DRAM	135/180
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486DX2-80MHz w/CPU, CPU fan	215
486DX4-100MHz w/CPU	235
586-100MHz w/Intel CPU, CPU fan	640
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586-75MHz w/Intel CPU, CPU fan	460
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MISCELLANEOUS

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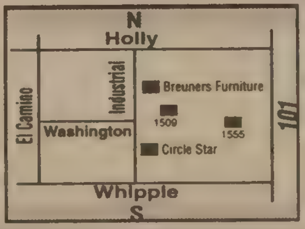

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80486SX-25 MHz	59
80486SX-33 MHz	69

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80486-2-80 MHz	119
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DRAMS

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1x4-80/70 Page 20pin DIPP	36

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387SX-33 ULSI	34
387DX-20 Intel Tube	36
387DX-25 Intel Tube	35
387DX-33 Intel Tube	45
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Design Jet Plotter 4 MB	185

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Item	Price
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Compaq Pagemarq 15 & 20 1/4/8	79/139/266
Kyocera F800, F800Am F800T 2/4	95/137
NEC Silentwriter 90/290	109/124
NEC Silentwriter 95 2 MB	109
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P80	350

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LTE 386S/20	2 MB	12125-001	129
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Portable 386	1 MB	107651-001	125
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Portable III2 MB		10-7332-001	125
	EBD	167811-001	225
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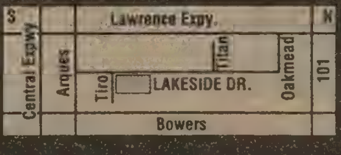

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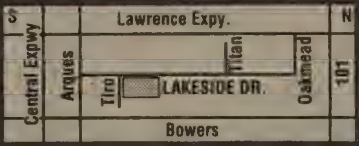

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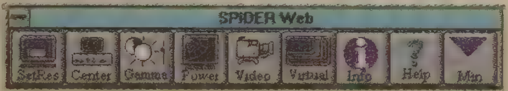

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PC Graphics Adaptor Primer

Things To Know Before You Upgrade

By Lenny Bailes

There are hundreds of popular graphic cards out there, ranging in price from around $99 to over $1,000. How do you distinguish one from another and decide whether you need to upgrade your system?

This brief survey will give you the basics you need to read a vendor's ad and and also profile examples of low, midrange, and high-end cards that can improve your system's performance.

The important issues involved in buying a new graphic card are:

1. The bus supported in your motherboard (ISA/VESA/PCI)
2. The color-depth and corresponding video memory you'll need for your applications
3. Accelerator and transfer rate issues relating to performance speed under Windows or OS/2 (usually identified by the card's proprietary chipset, its internal data transfer rate, and the type of video memory the card uses)
4. Display quality issues (determined by the electronic refresh rate of the card and its relationship to your monitor)
5. Reliability/flexibility of the card vendor's software (video drivers and utilities)

An additional issue that's gaining relevance is built-in support on the video card for handling 3-D images and full-motion video.

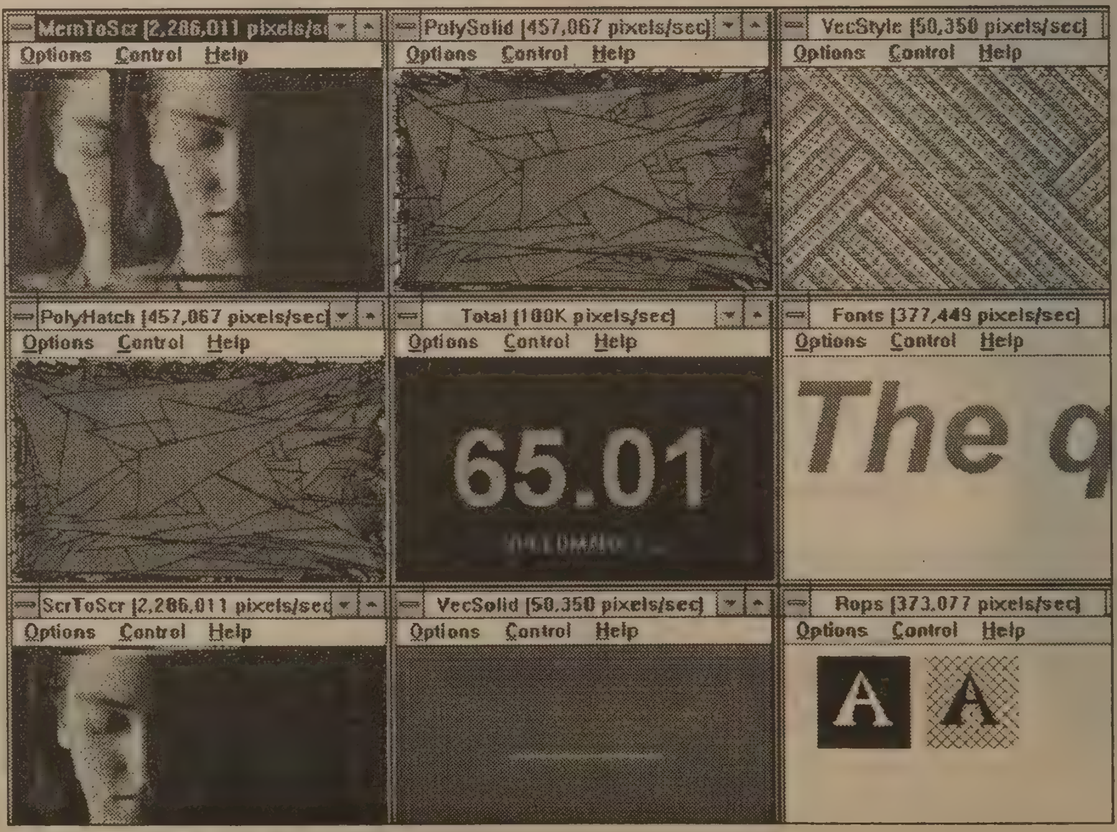
First some basics: If your computer lives mostly in OS/2 or Windows, any new graphic card that you buy should support a 32-bit bus standard, either VESA or PCI. If your current motherboard holds only an older, 16-bit ISA card, consider upgrading the motherboard or buying a new system. Don't buy a new 16-bit ISA display card.

The 32-bit VESA or PCI bus increases display speed in Windows or OS/2 by a factor of more than 10. This is noticeable on a subjective level if you do any kind of prolonged work in Windows or OS/2.

Motherboard Issues

If you decide to buy a new motherboard, you may want to avoid the cheap, popular hybrid models that include both VESA and PCI slots. The reason? Although integrated VESA/PCI models make it easy to migrate your peripheral cards, they're 15-40% slower than an all-VESA or all-PCI system in disk access and graphic processing. Generally, an all-PCI system runs a bit faster than an all-VESA system. The price difference between VESA and PCI versions of the same graphic card is usually negligible. PCI disk controllers tend to be a bit more expensive than their VESA counterparts.

Another tip: If you do decide to buy a PCI motherboard, look for one that includes a built-in floppy/IDE controller and/or built-in serial and parallel ports. Otherwise, you may not have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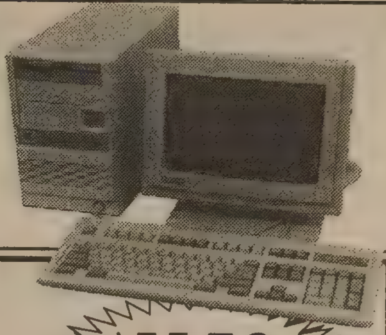

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Determining Your Needs: Color Depth

The color depth you need for your applications will tell you how much video RAM (VRAM) you'll need on your graphic card. For business applications and basic graphics, 256 colors is really all that you need.

If you work with color images that use 65,000 or 16 million colors, you'll need a graphic card that holds more display memory. The rule for determining how much memory is needed is this: Multiply the horizontal and vertical pixel resolutions by the color depth. Color depth is measured in powers of 2—16 colors equals 2E4, requiring 4 bits per pixel (.5 bytes). 256 colors require 8 bits (1 byte) per pixel. 65,536 colors require 16 bits (2 bytes) per pixel and 16.7 million colors require 24 bits (3 bytes) per pixel. So if you run Windows at 800x600 with 256 colors, you need 800x600x1 bytes or 300 kilobytes of onboard VRAM.

A video card with 1MB onboard and a hi-color RAMDAC chip can display 16.7 million colors at a 640x480 pixel resolution. To display 16 million colors at 800x600, you need a card with 2MB of onboard VRAM.

Note: Even though you can find 1MB cards that will handle 16 million colors (as described above), you'll probably see better performance with cards that have a 2MB default configuration. The reason is that dedicated 2MB cards use the additional memory to speed up the display. The threshold for expanding to a 4MB card is the need to display 1024x768 pixels in 16.7 million colors.

Performance Issues

VESA and PCI display cards currently process data at two standard internal transfer rates: 32-bit and 64-bit.

The Imagine 128 card from Number Nine Graphics is the first card to handle data in 128-bit chunks. This internal bandwidth is one factor in determining the card's data transfer rate. Other factors are the type and quantity of memory on the card, and the type of accelerated chipset that the card uses.

A basic 32-bit card using 2MB of DRAM memory transfers data at about 100MB/sec. The Imagine 128 with 4MB of VRAM transfers data at about 500MB/sec. For standard business applications running with 256 colors, a transfer rate of 100MB/sec should be adequate. Higher screen resolutions and color depths create more physical pixel data that must be transferred from the CPU.

The individual chipsets used by many PC video cards often contain additional tricks to speed up performance. The type of memory used for VRAM also affects performance. DRAM chips used in less expensive video cards must go through additional clock cycles to reset and transfer data. VRAM memory can deliver data to the screen and reset portions of the card in a single cycle. The difference between cards using DRAM and VRAM becomes apparent when you use a newer, high-resolution monitor that demands a high vertical refresh rate.

> **For standard business applications running with 256 colors, a transfer rate of 100MB/sec should be adequate. Higher screen resolutions and color depths create more physical pixel data that must be transferred from the CPU.**

Software Considerations

The last (but not least) important factor in evaluating a video card is the software the vendor supplies with it. Some manufacturers have a reputation for issuing blazing fast hardware along with frustrating, buggy drivers that either don't run or won't install.

Some manufacturers issue video cards with the bare-bones drivers necessary to make them run, while others include easy-to-use utilities for switching resolutions, calibrating color, or creating a "virtual desktop."

Test Results

For this article I tested cards from Spider Graphics, Number Nine Graphics, and Logical, Analytical Solutions. I ran a series of popular Windows benchmarks that can be downloaded from CompuServe or local bulletin board systems. All of the tested cards were configured for an older SONY CPD-1304 monitor. I tested both 256-color and 16.7-million-color modes at a resolution of 800x600 pixels.

WinTach, a freeware benchmark from Texas Instruments, Inc., measures application-level performance of a series of word processor, spreadsheet, and graphic chores run in dummy programs. With a 256-color display, WinTach found virtually no difference between the various 64-bit cards. The use of DRAM or VRAM, and 2MB vs. 4MB of VRAM were not significant to the results. The 32-bit card that I tested scored about 25% slower with 256 colors than the 64-bit cards. The bottom score was still quite good compared to the performance of a 16-bit ISA card, or a low-end 1MB VESA card.

Speedy, another freeware benchmark, measures a series of primitive graphic functions running simultaneously in nine windows. A high score in Speedy correlates with efficient, well-written Windows drivers more than it measures absolute hardware capacity. With 256 colors, the 32-bit Eagle card from Logical, Analytical Systems beat all of the 64-bit cards on this test. However, when I switched to 16 million colors, the 64-bit cards sorted themselves out closer to the top by their VRAM/DRAM configurations.

The Imagine 128 with a 128-bit transfer rate and 4MB of VRAM was, of course, the winner in this, and all of the other tests. The Imagine 128 is included in the spreadsheet for reference purposes. The Spider Tarantula 64 came in second, retaining about 60% of the efficiency it had in the 256-color configuration. The #9GXE64 Pro was only a few points behind the Tarantula. The #9GXE64 and the LAS Eagle showed the low performance scores you might expect with 64-bit and 32-bit architecture using 2MB of DRAM memory.

The Torque benchmark is a test invented by PC programmer Steve Gibson of Spinrite fame. Gibson wanted to devise a raw benchmark to outwit video card vendors (who often tweak their driver sets to cheat on other tests).

Torque directly measures the number of pixels per second that a video card can transfer

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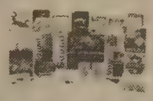

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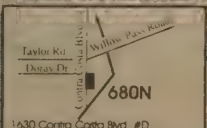

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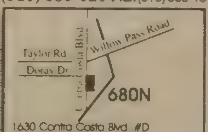

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from memory to the screen or between two screen locations. A high score on this test means your video card is ideal for manipulating bulky, multicolor images in packages like Micrografx Picture Publisher, Adobe Photoshop, etc. Notice the drastic dropoff for all of the cards between 256-color and 16.7-million-color modes.

With my monitor's modest vertical refresh rate of 60MHz, there was little difference in the performance of the #9GXE64 (which uses DRAM) and the #9GXE64 Pro (which uses VRAM). Only the 16.7-million-color Torque test showed the real difference. If I had run my tests with a monitor that uses a refresh rate of 72Hz-80Hz, I believe the difference in the performance of DRAM vs. VRAM would have been more noticeable.

The #9GXE64 and LAS Eagle cards both use a feature called Fast Page Mode to accelerate the performance of their DRAM video memory. DRAM cards from vendors that don't use this feature would be less competitive against cards equipped with VRAM memory.

The LAS Eagle has an additional memory interleaving feature that further compensates for the inherently slower performance of DRAM memory.

Notice that the difference between 2MB and 4MB of VRAM on the #9GXE64 Pro and Tarantula 64 is insignificant when running at a business resolution of 256 colors.

Video Card Mini Reviews

The cards from Number Nine are slightly more expensive than some generic brands with the same chipset and memory. But they include a first-class set of Windows drivers and utilities. The HawkEye utility kit makes it a snap to switch screen resolutions, get configuration information, or adjust color calibration. HawkEye also includes an extended virtual screen utility, support for energy-saving green systems, and a set of mouse and cursor utilities. The configuration utility is designed to automatically match your monitor with optimum vertical refresh rate and resolution.

Sometimes higher video resolutions at the fringe of your monitor's capabilities aren't installed automatically. However, you can manually force resolutions of 1280x1024 or 1600x1200, even if they don't show up on the menu. HawkEye lets you adjust the vertical refresh rate in tenths of 1Hz to customize the screen display.

Both the #9GXE64 and the #9GXE64 Pro include pass-through feature connectors to attach other video peripherals in your system. These cards are available in both VESA and PCI versions. The #9GXE64 Pro is available with 2MB or 4MB of VRAM.

The Number Nine Imagine 128 is state of the art for speed and stability. It ships in 1280x1024 and 1600x1200 configurations with 4MB of onboard VRAM. The only thing the card lacks is the built-in support for full motion video and 3-D imaging that some other high-end models include. The Imagine 128 is fast and intelligent enough with software implementations of these features that you may not miss the hardware support.

The card does not include built-in support for the "TV" standard of 30 frames per second, but Imagine is currently marketing a $200 daughter card that adds this AVI/MPEG capability to all of their PCI products.

Of particular note to OS/2 users: The OS/2 drivers for the Imagine 128 are the fastest in the industry. If you run Windows programs under

continued on page 240

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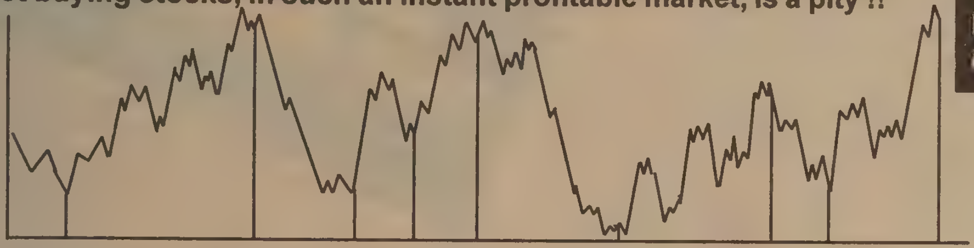

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Jerry Kaplan On Ventures Past And Present

Startups: Live And Learn

When we last visited with Jerry Kaplan, he was on the cover of issue #81 with his colleagues Bill Campbell and Robert Carr. They were all very upbeat about the prospects of GO, the startup Kaplan had founded to pursue the vision of pen-based computing.

Kaplan recounts his experiences of GO's roller-coaster fortunes in his current book *Startup: A Silicon Valley Adventure* (ISBN: 0-395-71133-9). Described by its author as "a racy novel," it's a lively chronicle of the industry's inner workings, from lofty ideals to darkest skulduggery.

And with the benefit of all that *experience*, Kaplan is now doing another startup. This one's called OnSale, *http://www.onsale.com/*, dedicated to some novel approaches to Internet-based marketing. Its motto, as we discovered while visiting the Mountain View headquarters: Pursue the Irresistible!

So Jer, after all these terrible experiences you had, why would anyone in their right mind want to do a startup? [laughter]

Well, Startups R Us. That's who I am.

And while the experience at GO didn't turn out positively in the end, I wouldn't trade it for anything. I felt honored to have the opportunity to work with the people that I did, and a chance to take my turn at bat in creating a new arm of the industry.

There is a certain affinity that some people feel for that act of creation. I think that every entrepreneur secretly is out to prove one simple thing, which is that an individual can make a difference. And once you've been there on the edge, it's difficult to imagine becoming Vice President of Bull at some large company.

[laughs at look on my face] Is this what you're looking for?

Well...you might be the first entrepreneur I've ever talked to who has said in so many words that the driving force is proving that an individual can make a difference. There's quite a number of them that I can't imagine making such a statement.

No, but I think in their heart they believe it. If you didn't believe that, you wouldn't be an entrepreneur. What entrepreneurship is about is looking at the world and saying, "I think things could be different and better, and I think I could assemble the resources necessary to make that happen."

Implicitly what you're saying is you don't always have to be on the receiving end, simply consuming what others have created, or dealt out; but rather you can change the way people work, change the way people play, and change the way people think. If you don't have that passion, you're probably not in it for the right reasons.

So raw greed, the traditional motive, doesn't count from your standpoint?

For the most successful entrepreneurs I know—obvious people like Bill Gates or Mitch Kapor and others—money is at best secondary in what it is that they do. The old expression goes that money is merely a way to keep score in the game.

I don't think that they did what they did because greed was the motivation. I think they did what they did because they believe in creating great product, and they understand the charge you get out of seeing somebody's life improve through your hard work.

So what have you learned from the GO experience?

I've learned a lot of things. I've learned to perhaps be a little more cautious. I'm also a little bit older.

I've learned a lot about the way the industry works, the economics and dynamics of the industry, which is a lot of what the book's about, implicitly.

I've learned not to mistake a lot of noise and smoke for real markets. I think we created so much noise that everybody thought there was a market there, when in fact it proved not to exist in any large quantities at that time. We were too early, and that's a very common problem for startups. But it would seem like a reasonable thing to do at the time.

It was a wonderful experience. I don't regret it for a minute. It was so wonderful I felt it was worth capturing for posterity by writing a book about it.

I also wanted the world to see what it's like to be in the middle of a startup. Because I think that it's not well understood—the excitement, the personal commitment, and the challenges that one faces.

One of the things the book does extremely well is document the human cost of the Silicon Valley startup culture—from relationships going kablooey, to people turning into werewolves from stress, to having a few hundred people lose their jobs because the grand vision didn't pan out and the VCs pulled the plug. It is a multi-box-of-Kleenex book in that sense.

[Kaplan cracks up] Hopefully it's also entertaining!

Well, it is. But there's a part at the beginning where you're talking to your father about business, and you say that you could never have started this company forty years ago because the culture has changed, and it's no longer a matter of putting yourself on the line when you start a company; it's a matter of trying it and if it works, great, and if it doesn't, oops.

I'm not convinced this is completely benign.

Well, it isn't completely benign.

The startup is a unique institution, and a different one. It's designed to accelerate the pace at which business evolves and mutates into ever more efficient and effective forms.

To accomplish that it is necessary, I think, to create a separation between the concepts of personal fortunes and corporate fortunes. The companies die, but they don't take the people out back and shoot 'em—the ideas live on, and the lessons live on through the know-how of those people as they move from one institution to another. That's a unique and, I think, extremely valuable form of cultural good.

I think we're very lucky to have developed the startup, and to be at a place in time when those types of bets and experiments can get made at a limited, though nonzero, human cost.

What pitfalls would you advise the earnest young startup to avoid?

Oh, there's so many.

The first is, don't listen to me. *[laughs]* Make your own life.

I think you have to believe in what you're doing, but I think there are a number of mistaken ideas that many young starting entrepreneurs have.

There's such a thing as believing in your vision too much.

Yes, and that's one of the dangers. The main thing you have to be is realistic, both about your own capabilities and about the true potential of what you're trying to do. It may be a great idea, but most of the companies die because they fail to address some supporting element around that idea, just to get enough focus to make it happen.

Pen computing is a great example of that.

By • Mary Eisenhart
Photos • Anne Knudsen

There was a whole series of things that had to happen around it in order to make it possible, and some of them simply didn't occur. And if you're not there watching and listening and being realistic, you're doomed.

Because startups exist in the ultimate reality. There's no way to live in a fantasy world when you're living in a startup.

Do you think the current pen platforms, Newton and Magic Cap, will survive?

I hope they do. Of course I have no stake and no special insight. I think both of those groups have done an excellent job of articulating and realizing a particular vision of the potential of mobile pen computing. Both of them face significant challenges in their respective environments.

I hope they can survive long enough to reap the fruits of all the hard work of not only their own teams, but some of the earlier people who were not able to hold out that long.

It seems like General Magic-type startups need a lot more alliances and supporting infrastructure than something like Lotus would have required fifteen years ago.

Yes. It's a much more mature industry, and one that requires larger amounts of investment today, in many of these things. But I think that the characteristics of the early PC market are just now being recreated in terms of businesses based around the Internet. While that may not last long—it may only have a two- or three-year honeymoon—at the moment there is once again that unbridled sense of opportunity, low entry cost, and fertile ground for new ideas.

Is there a reality-distortion field quality about working on a product that's several years, at best, from realization, while at the same time incredible amounts of money are pouring in to finance it? I can see where the sense of obligation would become crushing.

It wasn't crushing for one simple reason. Everybody involved sincerely believed in what we were doing.

But as you've said, belief isn't necessarily enough.

No, no. But we just didn't know. For many years, we always thought that the next version of the product had a good opportunity to make it in the market. And as I said in the book, in the end we had ample financing opportunities, and yet really what occurred was more a failure of will, because the management team, after so many turns of the crank—

There's a feeling of disintegration toward the end.

Which I was trying to capture. Because what really happened, despite all of the surface activities, was that the management team began to lose faith that in fact we were close to finding a real market for the product. That faith is what sustains the organization through difficult times, and allows it to float across the chasm, as it were.

It was the loss of that faith, through the desire of the management team to know the truth and to be telling the truth, that I think in some sense was critical to the collapse of the whole enterprise.

At the time, we were working very hard. It was very exciting; it was hard work but exhilarating, probably like climbing a mountain.

But we hardly felt pressure of a sort that you describe. We thought that the market was just around the corner, throughout most of the life of the enterprise.

So you didn't get sleepless nights from the sense of investors breathing down your neck?

No. I have nothing but kind words for the investors. We were lucky beyond any right to have the patience and the support of investors like John Doerr and Vinod Khosla [of VC firm Kleiner Perkins Caufield & Byers]. They stuck with it, and were supportive throughout the entire process—not just the Kleiner Perkins folks, a lot of the others as well. Were it not for that we would have been dead many, many years earlier, and we would have made even more terrible mistakes than we did.

And I hope you'll include that in the article!

There's no sense of Vulture Capital in the book.

No, it's really not the case.

Now, they're in business to make money. Venture capitalists often have it in their interest to increase the risk-return profile in a venture, while for the people inside, it may be in their interest to reduce the risk-return profile. But my experience with our investors was that they were as passionate and as committed as anybody else involved in the project, if not more so. They were tireless cheerleaders throughout the process, and are the antithesis of every negative stereotype one can think of about financiers.

What should somebody with a gleam in their eye and no money look for in a VC?

Well, the first thing to look for in a VC is money. *[laughs]* That may sound funny, but they do run out of funds, or sometimes they're between funds.

But I do have one very important piece of advice for people. People who think they're raising money from VCs may relate it to the experience of, say, getting a loan at the bank, or getting a mortgage. Nothing could be further from the truth.

Your backers are your partners. You should choose them as carefully as you would choose a spouse. If you don't like them, or your values are not the same, you are guaranteed to have a messy divorce, if not fail.

It's important that you view it in that way, and that you interview them and research their particular style and their approach, and under-

GO in its heyday: Bill Campbell (now at Intuit), Kaplan, and Robert Carr (now at Autodesk).
Photo: Susana Millman

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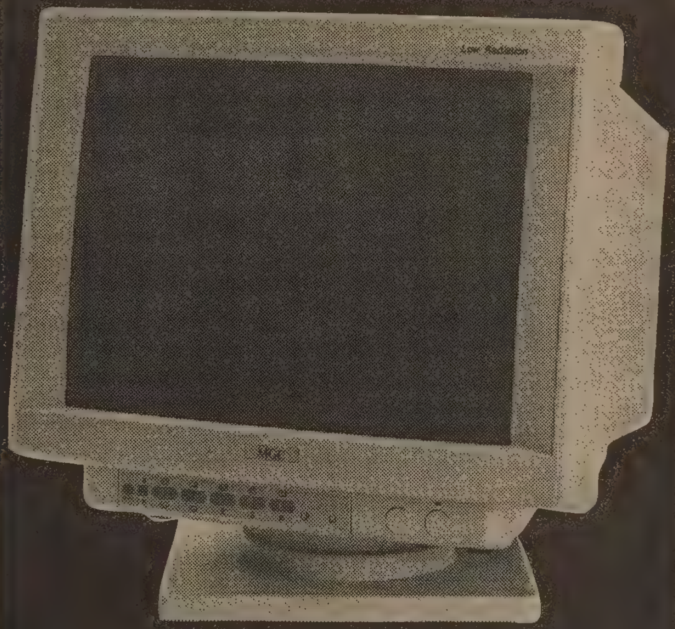

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stand who is going to be working on your case, just as carefully as you would in any close personal relationship.

So should the bright young garage guys just go to Sand Hill Road and hang out and hope for the best?

Well, personally, I think they should get on the Net and Pursue the Irresistible! *[laughs]*

Well, okay, after they've hung out on your Web site and spent money they don't have because they're not funded yet!

Well, what should they do?

The first thing is to be realistic about the value of your idea. The VCs will tell you about the value of your idea. You need to listen to the people around you. I find a lot of potential entrepreneurs are so in love with their idea that they're blinded to their true risks and challenges.

Others really are in it because they like to prove that they can run a big company, and if you're not prepared to step aside or bring in the critical talents that are needed when they're needed, you will not succeed.

A third factor is that a lot of people think that they don't want to give up a lot of equity. But the truth is, even when you take in a minority investor, you effectively give up control of your company. Because once you have an investor, you have a legal and moral obligation to manage the company in the interests of the stockholders as a whole, and not your own interests. A lot of people think that having control has to do with owning more than 50% of the company, and that's not true. The only way to retain control is to own 100% of your company.

The other thing to recognize is that in building a company you're really assembling a collection of resources and stirring them in a pot, all of which are necessary and all of which will be paid for or compensated in proportion to their natural value to your organization. And that there are perfectly legitimate times when a person might have an idea, go to a VC, and give up 90% of their company, because the value that's provided by the VC may be 90% of the value.

Ultimately, as I learned from Dave Liddle, one of the most insightful and brilliant people in the industry, you either wind up with the right share for what you've done or you wind up with nothing because there was some imbalance in distribution of rewards that would cause the entire operation to collapse.

You witness the history of such bad deals as the Visicorp-Software Arts deal—their inability to restructure a poorly crafted agreement really was one of the major reasons for the success of Lotus Development Corporation.

Because its competitor was in disarray at a strategic time?

Right, and because the partners were working at cross purposes.

Are there any things you would have done differently, knowing what you know now?

Oh, absolutely. I would have turned left when I turned right, I would have swung when I ducked... There were lots of things I would have done differently.

I think, perhaps to my detriment, that at the ripe old age of 43, I would not have had the energy nor the, perhaps, recklessness to undertake something like the establishment of the pen computing paradigm.

A friend of mine, one of my colleagues at GO, used to say that software is a young man's game. While I think I've chosen a very different kind of battle this time, I think there's something to be said for his point of view.

I've also heard that startups are a young man's game

I'm beginning to believe it. I haven't gotten much sleep lately. It's busy.

So tell us about OnSale.

Well, the story of OnSale is a very interesting one. We're right now writing the most fascinating chapter, whose outcome is yet to be fully determined.

My partners are Razi Mohiuddin and Alan Fisher. Alan and Razi run a product development and marketing shop called Software Partners. They've been in business for about eight years; they've done a number of very successful products. They're direct marketers of their products, for the most part; the most visible is probably Street Smart, which was not directly marketed, but is the Windows and Macintosh front end to the Charles Schwab trading system. They're very, very good classical application developers, and they now have a team of about twenty people over here.

I talked to them about a year ago—actually this is in the book. It's funny, it's coming true exactly the way we talked about it. They were interested in where else they might apply this technology that they'd developed in Street Smart, and we began to talk about electronic markets, why they worked and why they didn't work.

We came to a certain point of view about them, particularly with respect to the Internet, that each new medium, which I believe the Internet is, like radio or television or print media, creates some new characteristic way of selling that exploits its unique advantages, sells to a very particular demographic, and is best for certain classes of goods.

To date on the Internet, most of what I was seeing was people simply taking catalog content and repurposing that online. It only takes a few minutes to discover just how boring that is. It has few advantages over its paper counterpart, and numerous disadvantages. As a result, selling on the Internet, or selling electronically, has gotten a lackluster reputation.

I sat down with my partners to think about what unique ways of selling might be done on the Internet, and I believe we've identified some—we have at least a reasonable hypothesis about how you might use that medium in a much more effective way.

Every form of retailing is embedded in some kind of entertaining or educational experience that creates a positive emotional experience for the buyer. That's what brings people back, and that's why they buy. Somebody recently said to me that if everybody who went to the store simply bought what they thought they were going there to buy, retailing would be dead and there'd be no malls at all.

So people obviously had their interest sparked by having a positive shopping experience.

What are these elements that are importan on the Internet?

Well, first of all, the fact that prices and availability can change instantly. So we designed series of techniques to create a fast-action sort o entertaining financial market, with a couple o formats that we selected initially that allow people to play what amounts to a game in the cours of buying their goods. I don't mean like a vide game; I mean like a poker game, a game wher they have to decide whether to buy now, at wha price they want to buy it, what strategy to take.

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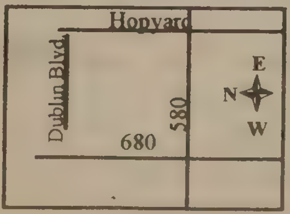

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Then we put them up in this fast-action market format, where people can see how many we're selling, they can gauge the interest of other people, how many other people have bought. Then when they bid or buy, their initials, city, and state or country come up on the screen.

It creates a sense of community, which as you know is a key advantage of electronic media. People have the sense that they're right here, right now...

And they WANT that gold-plated Elvis and they want it now!

Damned if that doesn't happen. I got an email last week from a fellow in Japan. He was bidding on a 1939 bubble-back Rolex watch. I believe it was the first self-winding watch. This is a classic. It actually went for $3100 on Friday—just to give you an idea what's going on here.

This guy wrote to me and said, "God help me, I must own this watch! But every time I bid, MK of Weston, Massachusetts, immediately tops my bid. What can I do?"

The perfect OnSale customer! Our tag line is, "Pursue the Irresistible." That's what this is about.

It is plausible that we have created a place that people go, where they are entertained, where it's fun, and where they become enticed into purchasing special kinds of items that are of interest to them.

The second thing that we did that's different is instead of running around to the usual retailers—Land's End, Tower Records, Sony Music and Tapes, whatever, that you see everywhere all over the Net—we have targeted the demographic on the Net with a very particular class of goods: items of discretionary interest, primarily, to relatively well-off technical males.

We're seeing a surprising amount of activity in high-ticket items, which, like the gentleman in Japan, people just simply cannot resist.

How long have you been up, and how many hits have you had?

We've been up for three weeeks; the first week was a test, with a charity auction for the Computer Museum. During that week, we had probably about twenty-five thousand visitors. That's not hits; a lot of people quote hits, and that's kind of a phony figure.

Most Web page retrievals require multiple "hits"—independent requests to the server for information. Commonly, there is one hit for the main text of the page, which may embed other references (commonly images), each of which is a separate hit. Depending on how you design your pages, what the customer thinks of as one retrieval may be ten or more hits.

Furthermore, the number of pages at a site visited by a given individual may vary greatly.

It's easy to mislead the uninitiated by stating that your site gets "five hundred thousand hits a day," which could mean fifty thousand page retrievals, and two thousand people visiting, if they each look at twenty-five pages on average. Two thousand doesn't sound as good as half a million...

We had about twenty-five thousand visitors during that week, and we raised about $30,000 for the museum.

Now I don't really want to say how much traffic and what's been happening since then, but we are very pleased with the sales and the visits we've been getting.

Explain how this works. Suppose my great-uncle leaves me Stan Musial's cap—

We actually have a Stan Musial signed baseball right now!

—and as it happens I'd rather sell it. What do I do?

Well, actually, you happened to pick the situation where I'd politely say, "I'm sorry, but I can't deal with you."

The reason is, we want to deal with established, reputable merchants who are capable of doing shipping, fulfillment, and customer service, without creating ill-will or other problems for us.

There's a series of issues with respect to dealing with individuals. The first is customer service; the second is quality control of the goods. When you want to buy a new watch, you don't usually check the classifieds; some people do, but you understand the kind of risks you take when you don't deal with an established merchant.

Now I think when people are placing orders for significant amounts of money over the Internet, one of their legitimate concerns is the credibility of the source—are they for real, or is this just somebody who's trying to get their credit card number and run? That's a real issue.

I feel that dealing with reputable merchants is the best way to address that issue. Not only would dealing with individuals be difficult from a standpoint of getting them set up to sell their one little item—because our costs are proportional to putting things up on the system—but I think it would create a customer service nightmare.

So you vet your suppliers pretty thoroughly.

Yes. We do. We've got a collection of suppliers who are of established businesses.

This is a very high customer service challenge, a very high customer service business. I want everybody who buys to be happy, and most of our merchants offer significant warranties or return policies.

Like, that watch was from 1939; it comes with a one-year warranty. An individual could never do that, but I'm dealing with a specialty watch merchant who's a great guy, and he's willing to provide that kind of guarantee to the people who buy the watch.

One of the other aspects of the merchandising is that we have experts online who will tell stories or explain their philosophy of collecting. So, for example, Richard Paige, who's our watch guy—you get a picture of him online, you can look at the items that he's selling, and you can understand what sort of things you should look for in a fine watch.

We field a significant number of inquiries for these merchants, people who just have questions. A wine guy, for instance—somebody writes in, "I went to a restaurant and they pulled the cork and handed it to me. What should I have done?" We collect those kinds of things, and hopefully we'll post them online at some point.

The idea is to create a friendly, entertaining, fast-moving environment. The mechanics are, we make deals with merchants, who have unusual items that are likely to have discretionary appeal to relatively high-income technical males...

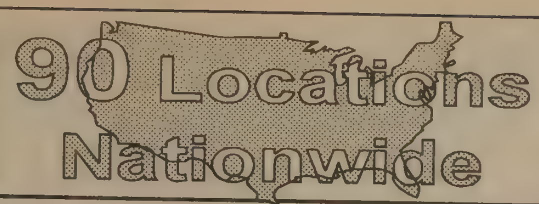
How do you find them?

The technical males?

No, the vendors.

I sniff them out!

PC WAREHOUSE



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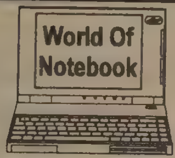

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or Pentium 75
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NEC

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Intel 486dx-33 CPU	Intel 486dx2-50/66 CPU	Intel 486dx4-75/100 CPU	Intel Pentium 75CPU	Intel Pentium 90/100CPU	Intel Pentium120/130 CPU
256K Cache, 3VLB	256K Cache, 3VLB	256K Cache, 3VLB	256K Cache, 4PCI/4ISA	256K Cache, 4PCI/4ISA	256K Cache, 4PCI/4ISA
0-128 MB RAM	0-128 MB RAM	0-128 MB RAM	0-128MB RAM,2S/1P/1G	0-128MB RAM,2S/1P/1G	0-128MB RAM,2S/1P/1G
VLB IDE Ctl w/2S/1P/1G	VLB IDE Ctl w2S\1P\1G	VLB IDE Ctl w/2S/1P/1G	Enhanced IDE-PCI	Enhanced IDE-PCI	Enhanced IDE-PCI
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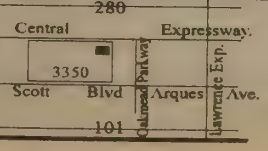

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I ask around, I talk to people, and now that we're online, they write in. That's what I do. We've collected a group of them, and I'm very, very pleased with who we've got.

Richard Paige is a great example. He's local here in San Francisco; he runs a shop on Union Street called Paris 1925. He's a fourth-generation watch dealer, and a collector of jewelry, watches, and pens; he sells to a very specialized clientele. We're able to give him a much broader reach than he gets with foot traffic on Union Street—he's now able to sell watches all over the world. We've done that now in the past two weeks. He's incredibly excited about this.

Another one that's local is Ed Lehrman, who is the Director of Adventure, as he calls himself, at the Passport Wine Company. Passport is a local company that sells unusual wines, and that's also been doing very well. Last week we sold three bottles of a 1987 Opus 1—$800 apiece. This will give you an idea of the size of some of those purchases.

The conventional wisdom is you can't sell on the Internet, nobody buys. My belief is that you can sell; it's all in finding the right proposition.

One of the reasons that's cited for not selling on the Internet is that there is no secure way of exchanging money at the moment. How are you handling that?

It is a big concern for the customers.

First of all, we happen to be using the Netscape commercial server, and a lot of people have Netscape browsers, and that will encrypt your credit card when it is transmitted.

My opinion, while I respect the contrary view, is that there is only the remotest chance that your credit card floating across the Net is going to get surreptitiously stolen. You would take a far greater risk buying a pizza at the corner store than you do ordering on the Net.

But if people are uncomfortable about that, and some are, they simply phone us up and I just literally sit there and put the order in as if I were at their computer. I would say that probably 1% of the orders are coming in that way.

How do you make your money?

We receive a percentage of the sale, depending on the arrangements with the particular merchant. Sometimes we get referral fees or other arrangements; because we sell a broad variety of types of goods, those arrangements do vary depending on the class of goods we're selling.

What are your plans for the future of the company?

Well, we set out initially to demonstrate the proposition that people will buy goods if they're offered in this kind of exciting and entertaining format. We're three weeks into it, and I think the evidence shows that that proposition is correct. We have lots of customers, and the feedback we're getting from people using the service is they really enjoy it, it's a lot of fun.

The question is where to go from here, and frankly I'm not entirely sure of the answer to that. Firstly, we have a lot of work left to do in terms of focusing and owning the particular way in which we merchandise. We've already collected tremendous data on what motivates people to buy, what sorts of things they will buy, how sensitive they are to price points, and it's been fascinating to see that.

I think we want to tune up the model, and then we want to turn up the volume. So far we're not too well known, being open for two weeks, and I think that we have tremendous room for growth, because the netizens themselves are growing, because the major services are opening their floodgates to the Internet, and also because we can continue to improve our merchandise selection and our merchandising methods.

Where we go from here corporate-wise—I frankly haven't been too focused on that. I've been more focused on trying to ensure that the proposition works, that we're offering good values, and that our customers are happy.

So you don't see yourself as going on the endless quest for funding you describe yourself going through with GO? It seems like a pretty different business.

It is, for a couple of interesting reasons. Firstly, in contrast to GO, this has required a relatively small amount of capital, so my partners and I have been able to finance it ourselves. That's not to say we won't consider taking in financing in the future, but it's a very different picture when you have a demonstrated ability to market than it is when you're trotting around with an exciting but unproven pen computer.

If I had to guess, this selling proposition will interest several large potential partners for us. I'm not averse to the possibility of forming the right kind of alliance with one or more of those major partners.

Where do you see them coming from?

There's a whole series of different places they could come from. We're really creating a new distribution channel, and learning what the characteristics of that channel are. A new distribution channel is likely to have significant value for some large outfits, be they in retailing, networking, the electronic publishing business, whatever. We're open to discussion at this point. Of course, it's a very early stage.

We're trying to be to the Internet what QVC is to television.

How many of your customers so far are US vs. non-US?

On a three-week sample, I'd say it's 95% US.

Right now, fulfillment to non-US customers is not a problem?

No, merchants have to deal with that, not me!

But it's a factor in your business model.

It's true. I don't see any immediate difficulty with selling internationally, with the exceptions of shipping and customs, and each merchant is dealing with that as they see fit.

It's even a problem in the US, because you can't sell wines in certain places.

Is it necessary to subscribe to your service?

No, not at all. Anybody can come in and browse, and only when you bid or buy do you have to register.

And at that point you give a credit card number?

Right. We check the card for validity, and that's the way it works.

So how does this work? You announce that so-and-so's baseball emporium is offering a Mickey Mantle baseball for sale to the highest bidder, and bidding starts at $200 and is open for X period of time?

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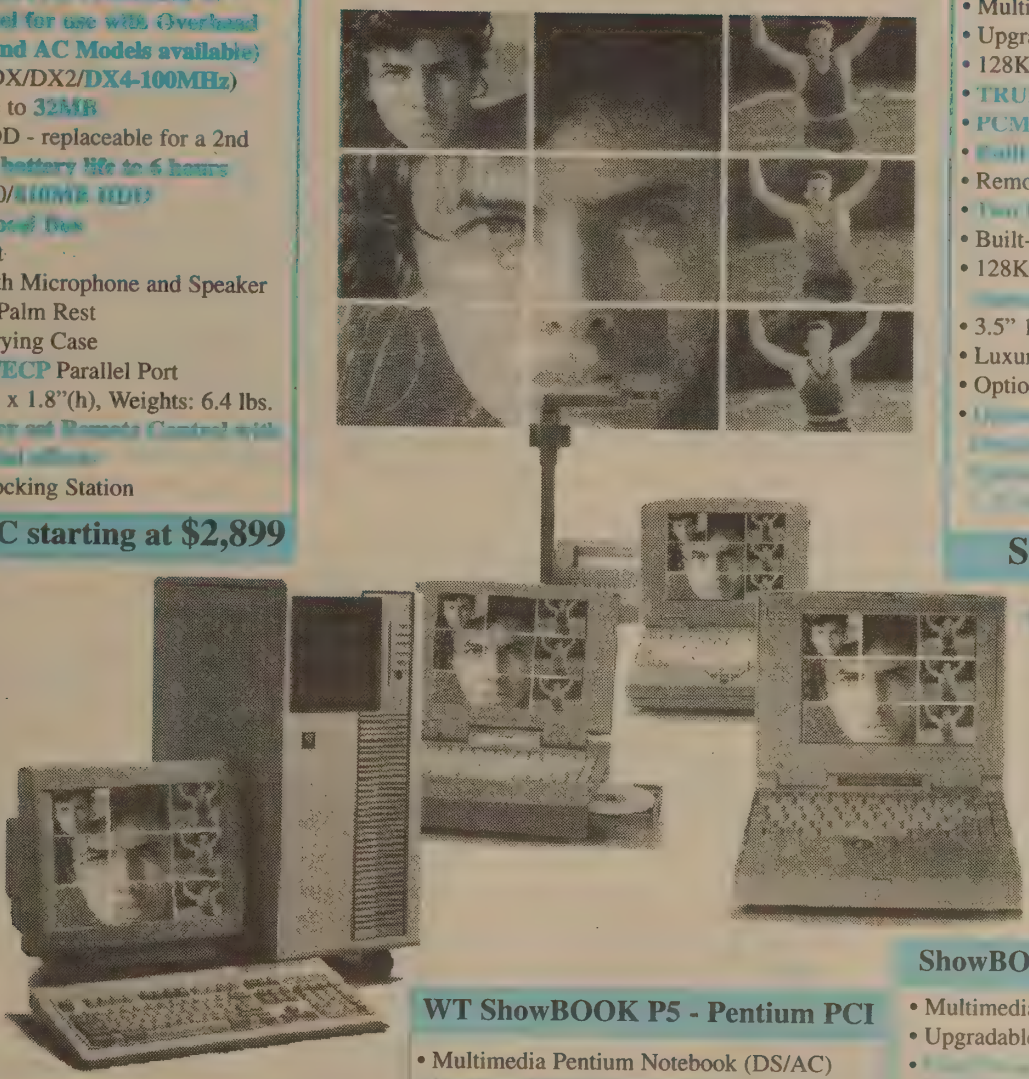

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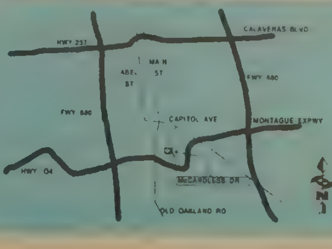

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That's one of the formats.

We're using three initial formats. One is a standard auction, but the standard auction has a twist. You actually tell us what you're willing to pay, and then we bid for you. It's called proxy bidding. So I don't put up your top bid right away. And you're guaranteed to get it at the second bidder's price plus one increment.

So you might say to that Mickey Mantle baseball, I'm willing to pay 250 bucks. You'd tell me that, if we were selling one at a standard auction. Somebody bids $100, you come in at $105. When that happens, an electronic mail message goes out to the person who just got beat, and says, "You've been beat, here's the story; you can respond by email."

If you respond by email, that gets parsed and put in the database, and let's say they're now bidding $110.

Like your guy in Massachusetts and the guy in Japan.

Exactly. They weren't waiting online all week to see what happened. They put in bids.

Now you respond by email, and now we're at $110. Well, if my bid, again, was $250, it goes to $115 instantly. That process continues until somebody bids $255. Then I get the email, "Your bid's been outbid by so-and-so, it's now, $255, you can write in a new bid here and send it in..."

With this process, you don't have to be logged in to make it work. It's a very interesting proxy bidding process.

I believe the Mickey Mantle baseballs are using what's called a Dutch auction. We do establish a base price, and we put a limited quantity up for sale, let's say five. There is a fixed time. During that time period people bid, and the bids are right there on the screen.

At the end of the time period, the top five bidders get it, at the lowest successful bidder's price, which in this case would be the fifth-highest bidder.

Now, think about the strategy that you need to have there. What do you bid if you want one of those?

You wouldn't want to bid really high or really low?

But you may want to ensure that you get it, and the price that you bid is not the price that you pay unless you're the low bidder. The amount you're willing to bid is really more a statement about how badly you want the item, than it is about what you think it's worth.

And people immediately understand the dynamics of this, and have, I think, behaved in very sophisticated gaming ways in order to deal with these factors.

The markdowns are fun. We have a fixed amount of goods, and we have an algorithm. Each day the price moves in response to how many we've sold. We just sold one hundred refurbished Apple laser printers last week—they went at ridiculous prices. The people at the bottom got 'em for two hundred bucks.

If we sold more than fifteen in any given day, the price went up $25. If we sold ten to fifteen, it stayed the same. If we sold less than ten, it went down $25. So the price just floats until it finds the market. That's the markdown way.

So what kinds of stuff do you have up now?

We've got all kinds of stuff. We've got wines, cruises, event tickets, movie posters, rock 'n' roll posters. We're about to add rock 'n' roll memorabilia—I think that's going to be a big hot seller. Sports memorabilia, and Apple computers, and laser printers, at the moment. This is the current mix of goods.

How do you plan to tell people that you exist? 95% of the population doesn't go where you are.

Yet.

On the other hand, we can easily reach the 5% who do.

There are basically two means—one is standard publicity, the sort that I'm doing with you now; the other is online publicity, which is also very effective—people can click their way to us from different sites and sources.

But the single most important thing, which has already been the case even in just two weeks, is word of mouth. People enjoy it, they like it, they come back. We're getting tremendous amounts of repeat traffic, which to me is the most gratifying thing about the system.

Once you check through the Spiegel catalog, you're not going back next week, because you know it's the same catalog. With us, it's a constantly changing array of goods and prices and buyers. "Let's see what's OnSale!" That was the theory behind the name.

Are your VC pals attracted by this?

I think they're very much attracted by it in general. Many friends have told me that they're investing in "Internet ventures." But it's like the early days of the PC, it's so unstable and so uncertain.

It's very difficult for a seasoned investor to get comfortable until some kinds of boundaries are set up, and some kinds of markets are defined. So I think that while there's great interest, and a lot of learning going on on the parts of venture capitalists, I think there's relatively little in the way of actual investment at this time.

There's investment in companies like Netscape.

Tool companies are a lot easier to understand in this arena, which is true in a lot of industries when they first occur. There was always a market for tools for pen computing, because you're selling to developers.

You're selling the pans to the miners, and that's clearly a business. You don't have to believe that the way to get rich is to pan for gold in order to make money selling Levi's.

So that's a clearly defined market that therefore is attracting more investment from traditional sources.

Do you see much investment in content rather than tools?

That's even more esoteric. That's less of a typical VC opportunity, but that's because those are specialized markets, where the knowledge and expertise of each market is very much distributed.

Where you see content plays being made, it's usually in conjunction with a partner who owns that content in other domains.

So it's more like a licensing arrangement, than deciding "I'm going to fund the first digital movie."

Right.

Angel-type financing arrangements are more common for content?

That's my sense of it. Or else it's just flat-ou owned by content providers.

Before people get discouraged, they need to recognize that it often took more than a decade fo other media to develop a viable economic mode that has endured. The fact that radio is an advertising-sponsored medium—I think it was twent years from the time when commercially plausib radio receivers were available to the point whe that model emerged. It's a fascinating story.

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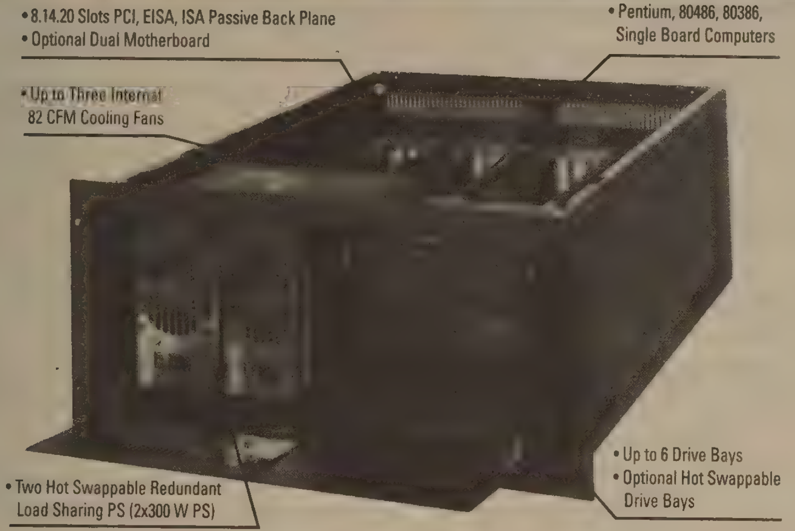
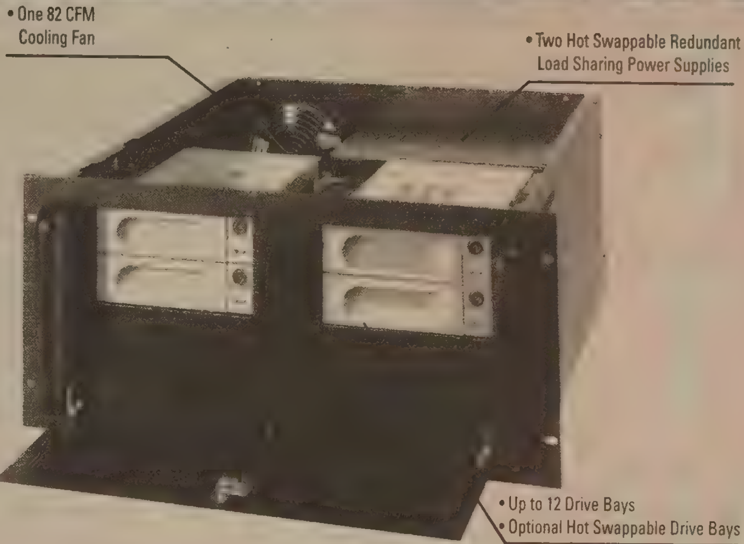


• 8.14.20 Slots PCI, EISA, ISA Passive Back Plane
• Optional Dual Motherboard
• Pentium, 80486, 80386, Single Board Computers
• Up to Three Internal 82 CFM Cooling Fans
• Two Hot Swappable Redundant Load Sharing PS (2x300 W PS)
• Up to 6 Drive Bays
• Optional Hot Swappable Drive Bays

Enclosure with Hot Swappable PS & Drives



• One 82 CFM Cooling Fan
• Two Hot Swappable Redundant Load Sharing Power Supplies
• Up to 12 Drive Bays
• Optional Hot Swappable Drive Bays

HDD/CD-ROM Enclosure

Telecommunication • File Server • RAID Systems • Industrial PC Systems

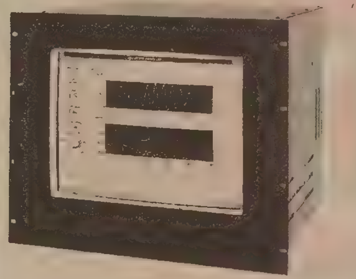
SVGA MONITOR ENCLOSURE

- 9" to 20" Diagonal Sizes
- Monochrome or Color SVGA Monitors
- Monitor Kit for Desktop Monitors Available

101 CHERRY KYBOARD

- Full travel drawer mounted 101 keyboard with mouse holder & 22" rail
- Heavy duty steel construction
- IBM PC AT fully compatible

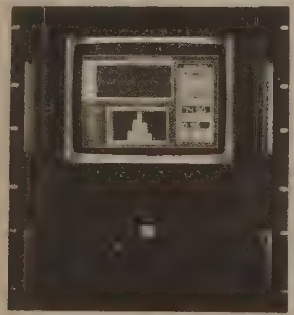
17" MONITOR ENCLOSURE



- 19" Rack Mount Chassis
- Adjusts to most 15" to 17" desktop monitors
- Lexan face plate

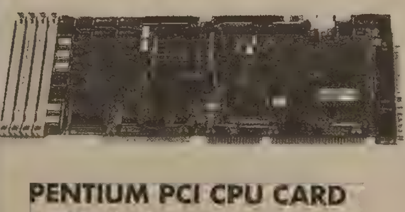
Compare the Quality, Price & Reliability • Custom Design & Modification Available

RACK MOUNT SYSTEM



- 19" Rugged chassis with up to 600 watt P/S
- Motherboard or Backplane up to 20 slots
- 286, 386, 486k, or Pentium systems
- Rack Mount SVGA Monitor
- Fully assembled with 48 hour burn-in

SINGLE BOARD COMPUTER



PENTIUM PCI CPU CARD

- Intel Pentium Processor
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- On-board PCI Local Bus SCSI-2 Controller
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- ★ Designed & Built in U.S.A.

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Rack Mount Cherry 101 Keyboard		$ 155.00
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I'm a little less familiar with what happened with television, but I know that the guy who invented television was asked, "What do you think this will be used for?"; and he had in mind things like teaching new surgeons how to perform operations without having them in the operating rooms where they might contaminate the operation.

He certainly didn't have in mind *Gilligan's Island*. Nonetheless, the whole model of *Gilligan's Island* being the filler to keep the eyes on the screen between the ads for Oreo cookies is inobvious, and took many, many years to occur. I think we'll see the same thing with electronic media—is this an advertising medium? Is this a subscription medium? Is this sort of a nickel-and-dime shop? Do we need new forms of electronic currency, or not? These are all issues that will play out over the next few years.

For one thing, electronic media are demand-driven rather than based on the model of broadcasting information to an essentially passive audience of couch potatoes.

I think there's a fundamental difference between radio/television and interactive online media, and it's precisely what you were saying.

And that's why I don't think televisions and computers are going to merge. One of them is a passive activity, the other one is an active activity. They attract different kinds of people, or at least people who are involved in different kinds of activities.

Different states of mind.

That's a good way to put it, they deal with different states of mind. In the interactive domain, you're intellectually engaged in what you're doing. You're a part of what you're doing. So how to deal appropriately with people whose minds are engaged is a novel challenge for the traditional media.

What are you finding works?

One of the shocking things that I've found so far is that people are very smart.

Even given that you've got an unusually bright demographic?

What I'm referring to is that in the games that we're creating, the environments that we're creating—and we do this full-time—we've given our best thought to how to design them correctly.

And nonetheless I find that customers are extremely sophisticated about what strategies they ought to employ, when and how to buy. They taught us a great deal in the first two weeks.

Which shocked me. I thought it would be difficult for people to get their arms around what this was and what they ought to do. But they showed us a thing or two right off the bat about what made sense and what didn't, by buying or not buying. You're voting with your dollars in a system like this.

We found people to be very knowledgeable and sophisticated in terms of the goods. Things that were not priced correctly just flat-out didn't move.

The interesting thing is we get that feedback and that information very very quickly, in a way that traditional channels do not. So even the merchants, who in theory know their markets, would suddenly find that a particular type of goods that historically had had a certain kind of selling price and pattern may very well have changed rapidly, and now they have a way to respond to that, where they never could or would respond previously, because that information wasn't available.

An interesting example of this—the Mickey Mantle baseball that we're selling this week. At the time of this interview, Mickey Mantle is in the news, having just taken ill. That has dramatically affected the value of a signed Mickey Mantle baseball. If we were putting out a catalog, we could have done nothing about that, but because we're an interactive medium, we could immediately gauge that demand and adjust the offerings to the market.

OnSale doesn't present the same kind of technical challenges GO did, though.

No. The current project has no technical risk. It had high market risk, and that market risk is dropping rapidly.

Where would you like to be with this in a year?

In a year I'd like to see us having established ourselves as a significant force in retailing. And I think that if we work hard and have our reasonable share of luck, and if we treat our customers well, we have an opportunity to do that. ■

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MODEL# ST15230N

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- Highest Performance 3.5" discs!
- Fast Average Seek Time of 9.5ms !
- 512KB Cache Buffer, 5411RPM !
- 800,000 hours MTBF !
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- INT Model GP34301S
- 8.6ms Fast average seek time !
- 7200RPM, 512KB Cache Buffer !
- Five Year Factory Warranty !
- External Unit.................................$1199

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* Fast SCSI-3 (Support 50 Pin) SPI Complient

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Quantum

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540MB	IDE	30540MVA	14ms	.... $179
540MB	SCSI	30540MVS	14ms	.... $189

THUNDERBOLT IDE SERIES

420MB	IDE	30420LPA	12ms	.... $189

LIGHTNING IDE & SCSI-2 SERIES

540MB	IDE	30540LTA	11ms	3.5"x1"	.... $189
730MB	IDE	30730LTA	11ms	3.5"x1"	.... $239
365MB	SCSI	30365LTS	11ms	3.5"x1"	.... $169
540MB	SCSI	30540LTS	11ms	3.5"x1"	.... $199
730MB	SCSI	30730LTS	11ms	3.5"x1"	.....$269

TRAIL BLAZER SERIES

				INT	EXT
420MB	30420TRA	12ms	Fast ATA-2	$169...	$N/A
420MB	30420TRS	12ms	Fast SCSI-2	$179 ..	$279
850MB	30850TRA	12ms	Fast ATA-2	$249 ...	$N/A
850MB	30850TRS	12ms	Fast SCSI-2	$269 ..	$369

FIREBALL FAST ATA-2 & FAST SCSI-3*

540MB	30540FBA	12ms	Fast ATA-2	$189....	$N/A
540MB	30540FBS	12ms	Fast SCSI-3	$199...	$299
1.08GB	31080FBA	12ms	Fast ATA-2	$319....	$N/A
1.08GB	31080FBS	12ms	Fast SCSI-3	$429...	$529

EMPIRE FAST SCSI-2 SERIES

1.0GB	EMP1080S	9.5ms	3.5"x1"	$588 ..	$688
2.1GB	EMP2100S	8.9ms	3.5"	$889 ..	$989

CAPELLA SERIES

1.1GB	VP31100	8.5ms	SCSI	$569 ...	$669
2.2GB	VP32210	8.5ms	SCSI	$849 ...	$949

ATLAS FAST SCSI-2 SERIES

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4.3GB	XP34300S	8ms	7200RPM	$1499 .	$1599

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4.28GB	GP34301SW	8.6ms	7200RPM	$1299 ..	$1579

* Fast SCSI-3 (Support 50 Pin)

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530MB	M2684SAU	12ms	3.5"x1"	SCSI	$215...	$315
1.0GB	M1606SAU	10ms	3.5"x1"	SCSI	$499 ..	$599

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1.0GB	M2694EQA	10ms	WIDE.	$669/$939

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- 5 YEAR WARRANTY
- 5400 RPM, 512KB Cache

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FAST SCSI-2 DRIVES

				INT	EXT
1.75GB	MC2217	10ms	3.5"	$839......	$939
2.0GB	MC3221	8.5ms	3.5"	$959....	$1059
2.0GB	MC4221	8.5ms	3.5"x1"	$979....	$1079
3.0GB	MC1936	13ms	5.25"	$859....	$1059
4.0GB	MC3243	8.5ms	3.5"	$1549 ..	$1649
9.1GB	MC1991	11ms	5.25"	$2339 ..	$2539

MICROPOLIS AUDIO VISUAL Fast SCSI-2

1.75GB	MC2217AV	10ms	3.5"	$849.....	$949
2.0GB	MC3221AV	8.5ms	3.5"	$1089...	$1189
2.0GB	MC4221AV	8.5ms	3.5"x1"	$1099...	$1199
3.0GB	MC1936AV	13ms	5.25"	$1329...	$1529
4.0GB	MC3243AV	8.5ms	3.5"	$1699...	$1799
9.1GB	MC1991AV	11ms	5.25"	$2499 .	$2649

MICROPOLIS FAST WIDE SCSI-3

4.0GB	MC3243W	8.5ms	3.5"	$1699...	$1979

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☐ Up to 13MB/sec Transfer Rate ☐ 64K Cache

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540MB	CFS540A	<15ms	3.5"x1"	$189
850MB	CFS850A	<15ms	3.5"x1"	$259
1.27GB	CFS1275A	<15ms	3.5"x1"	$329

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FILEPRO ADVANTAGE SERIES

☐ 3.5"x1" ☐ 4500RPM ☐ 12ms Avg Seek Time
☐ Up to 16.7MB/sec Transfer Rate ☐ 256K Cache

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850MB	CFA850A	<12ms	3.5"x1"	$269
1.27GB	CFA1275A	12ms	3.5"x1"	$389

ENHANCED IDE

FAST SCSI-2 DRIVES

				INT	EXT
1.0GB	CFP1080S	*NEW*	3.5"x1"	$439...	$539
1.0GB	CFP1060S	9ms	3.5"x1"	$449...	$549
2.1GB	CFP2105S	<9ms	5400RPM	$839 ..	$939
2.1GB	CFP2107S	<9ms	7200RPM	$959 ..	$1059
4.2GB	CFP4207S	<9ms	7200RPM	$1299 .	$1399

Maxtor

IDE & ENHANCED IDE DRIVES

420MB	7420AV	12ms	3.5"x1"	.........$169
540MB	7540AV	12ms	3.5"x1"	.........$189
850MB	7850A	12ms	3.5"x1"	.........$235
1.2GB	71260A	<12ms	3.5"x1"	.........$389

IBM

1.0 FAST SCSI-2 DRIVE

- Model # DPES-31080
- 10.5ms FAST, 512K/Cache
- 3 YEAR WARRANTY
- 5400 RPM, 500,000 Hours MTBF

$499

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170MB	ST3195A	14ms	3.5"x1"	..................$145
428MB	ST3491A	14ms	Fast ATA	.... $189
720MB	ST3780A	12ms	Fast ATA-2	.. ...$245
850MB	ST5850A	11ms	Fast ATA-2	.........$259
1.0GB	ST31220A	12ms	Fast ATA-2	.... $339

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1.0GB	ST31230N	10ms	3.5"x1"	$529 ...	$629
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2.1GB	ST32430N	10ms	3.5"x1"	$899 ...	$999
2.1GB	ST32550N	8ms	3.5"x1"	$1069 .	$1169
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Seagate FAST WIDE DRIVES

2.1GB	ST32550W	9ms	3.5"x1"	$1129/$1399
4.3GB	ST15150W	8ms	3.5"	$1699/$1989
9.0GB	ST410800W	11.5ms	5.25"	$3269/$3649

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2.1GB	C2490	8.9ms	3.5"	$1039 ..	$1139
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850MB	WDAC2850	<10ms	3.5"x1'	..$249
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IBM

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341MB	DY341S	SCSI	19mm $315
514MB	DY514S	SCSI	19mm $429

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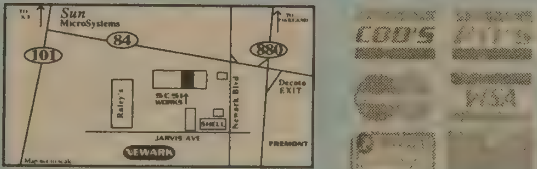

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sIDE-2	32-Bit PCI 2HD/ENHANCED IDE	$39
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sIDE4/VL	32-Bit 2HD/2FD(2.88) 16550 I/O VLB E-IDE	$89

FUTURE DOMAIN

IDE Connectivity solutions with PowerIDE HD & CD drivers for DOS & Windows.

IDE-CD	16-Bit IDE-16002 IDE CD-ROM KIT	$29
IDE-AT	16-Bit IDE-16030 AT VALUE PAK	$44
IDE-VL	32-Bit IDE-32000 VLB VALUE PAK	$85
IDE-PCI	32-Bit PCI-32100 PCI VALUE PAK	$68

Quick Technology

Side-L 32-Bit VLB,2HD/2FD,E-IDE,2-16550 High Speed Serial,EPP and ECP,2.88 Support $48

Side-Pro Similar to Above with BIOS,Dual Chnl 4HD/2FD, >528MB Support (Jumperless) $65

Side-2610 16-Bit ISA,2HD/2FD,2-16550 High Speed Serial, Bi-Directional Parallel EPP and ECP,2.88 Support .. $39

Side-2910 32-Bit PCI/E-IDE/Dual Chnl 4HD, >528MB Support, up to 13MB/sec data transfer $29

Side-2615 16-Bit ISA,Dual Chnl 4HD/2FD,4-16550 High Speed Serial,2-Bi-Directional Parallel EPP and ECP .. $85

Side-GOLD 32-Bit VLB + Fast SCSI-2 (>1GB Support),E-IDE >528MB Support,2-16550 High Spd Ser,1-Bi-Directional Parallel w/EPP-ECP,2.88 Sup (Jmprless w/Drivers)... $119

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** Call for Lowest Prices **

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- 4x3/60-70ns 4MB 3 Chip
- 1x36/60-70ns 4MB 72 Pin
- 1x32/60-70ns 4MB 72 Pin
- 2x36/60-70ns 8MB 72 Pin
- 2x32/60-70ns 8MB 72 Pin
- 4x36/60-70ns 16MB 72 Pin
- 4x32/60-70ns 16MB 72 Pin
- 8x36/60-70ns 32MB 72 Pin
- 8x32/60-70ns 32MB 72 Pin
- 16x36/60-70ns 32MB 72 Pin

SCSI CONTROLLERS

adaptec

1505	16-Bit ISA TOTAL CD SCSI-2	$57
1515	16-Bit ISA TOTAL CONNECT SCSI-2 KIT	$89
1520	16-Bit ISA SCSI-2 (7Dev) CARD Only	$99
1522	16-Bit ISA SCSI-2 (7Dev) + 2FD KIT	$139
1542CF	16-Bit BusMaster Fast SCSI-2 (CARD)	$199
1542CFK	16-Bit BusMaster Fast SCSI-2 (KIT)	$239
AMM1570	Full SCSI ISA with Advanced Audio	$249
1640	16-Bit MicroChannel for PS/2,7HD CARD	$235
1640K	16-Bit MicroChannel for PS/2,7HD KIT	$299
2742T	32-Bit TWIN-EISA KIT, 14HDs	$348
2742W	32-Bit WIDE EISA KIT w/WIDE CABLE	$379
2825VL	32-Bit VLB E-IDE/SCSI-2 KIT	$158
2842AVL	32-Bit Fast SCSI-2 VLB KIT	$259
APA1460	Slim SCSI PCMCIA KIT **NEW **	$199
APA4510	CARD PARK-PCMCIA CARD Reader **NEW**	$178
2940	32-Bit PCI SCSI-2 KIT RISC-BASED I/O	$269
2940W	32-Bit PCI Wide KIT w/ WIDE CABLE	$339
3940	DUAL CHANNEL PCI CONTROLLER KIT	$409
3940W	DUAL CHANNEL WIDE PCI KIT **NEW**	$479
3985	PCI RAID Adapter w/3 RISC-based Procs	$899
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T358	Parallel to SCSI EPP 1MB/S	$158

BUSLOGIC

KT445C	32-Bit VLB Fast SCSI-2 KIT	$199
KT545C	16-Bit ISABusMaster Fast SCSI-2 KIT	$215
KT742A	32-Bit EISA SCSI-2 KIT	$275
KT747C	32-Bit EISA Fast SCSI-2 KIT	$299
BT757S	32-Bit EISA Fast Wide SCSI Card	$359
SW-190	Software Drivers for BT757S	$45
KT946C	32-Bit PCI Fast SCSI-2 KIT	$265
KT956C	32-Bit PCI Fast Wide SCSI-2 KIT	$309

DPT Distributed Processing Technology

Super High Performance Caching/BusMastering Controllers

SmartCache III & SmartRAID™ SCSI Adapters

PM2021	16 Bit ISA Bus Master Kit	$175
PM2022	32 Bit EISA Bus Master Kit	$299
PM2122	32 Bit EISA *High Performance*	$399
PM2024	32 Bit PCI Bus Master Kit	$269
PM2124	32 Bit PCI *High Performance*	$399

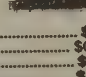
qlogic *Fast! SCSI-2 CONTROLLERS*

QLISA-CD	16-Bit ISA for CD ROMs	$49
QLISA/FL	16-Bit ISA-FL.	$118
QLVLB/FL	32-Bit VLB-FL	$199
QLEISA/FL	32-Bit EISA-FL	$209
QLPCMCIA	*PCMCIA w/Corel SCSI Drivers*	$175
QLPCI-B	32-Bit PCI Basic Entry Level	$129
QLPCI-10	32-Bit IQ-PCI Model 10 Narrow	$209
QLPCI-W	32-Bit IQ-PCI Wide SCSI-3	$299

always technology NEW!

AL500S	8-Bit SCSI-2 w/ASPI & Corel SW	$65
AL2400S	16-Bit Fast SCSI-2 w/ASPI & Backup SW	$148
AL2400SI	16-Bit Fast SCSI-2/2 IDE/4FD & S/W	$159

FUTURE DOMAIN



TMC1610	16-Bit CD ROM KIT	$65
PNP1630	16-Bit SCSI w/PowerSCSI	$Call
TMC1660	16-Bit Value Pack No Floppy	$115
TMC1680	16-Bit Value Pack 7HD/4FD	$125
SCSI2GO	PCMCIA TYPE-II FastSCSI-2 (10mb/s)	$219
TMC3260	32-Bit PCI VALUEPACK w/PowerSCSI	$199
MCS700	16-Bit Micro Channel w/Power SCSI	$159
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Side-GOLD 32-Bit VLB + Fast SCSI-2 (>1GB Support),E-IDE >528MB Support,2-16550 High Spd Ser,1-Bi-Directional Parallel w/EPP-ECP,2.88 Sup (Jmprless w/Drivers)... $119

NEW! AN EASY TO USE CD RECORDER/PLAYER THAT STORES UP TO 650MB OF DATA!

Recordable CD

Recordable CD-ROM that allows users to create multimedia titles, data backup archives and custom audio CDs. NEW! COMPACT disc Recordable

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THE HIGH SPEED CD-ROM MINI-CHANGER

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DRM-624X	6-CD 4.4X 676kb,110ms Avg seek	$829
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NEW! **PIONEER** SINGLE DISC QUADRASPIN

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Super FAST! CD-ROM Drives

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XM3601B	4.4X-120ms Seek/660kb Caddyless	$349/$449
5302B-IDE	Quad-Speed 4X IDE	$219/$N/A

MITSUMI

- ◆ 64KCache Buffer (Model FX-400B)
- ◆ 600KB/Sec Data Transfer Rate.
- ◆ MultiSession PhotoCD, XA, MPC2 Complient

FX-400B	Quad-Speed 4X E-IDE	$199

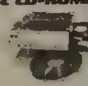
NEC

DATA & VIDEO CD-PLAYBACK CD-ROMs

		KIT*/UNIT
CDR401	3Xp Plus 240ms/500kb/SCSI-2	$469/$389
CDR500	3Xi Triple Speed 195ms/450kb	$259
CDR501	4Xi 220ms/600kb/SCSI-2	$469/$389
CDR601	4Xe 220ms/600kb/SCSI-2	$549/$489

*KIT Includes(16-Bit card &sw,Microsoft Encyclopedia)

PLEXTOR NEW! 6X



4PLEX & 6PLEX Lightning Fast CD-ROMs

- 125-150ms Seek Time
- 600-900kb/sec Transfer Rate
- 256k-1MB Cache Buffer
- MultPlatform-PC,Mac,UNIX

		INT / EXT
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PX-43CH/45CH	4-X, 1MB Cache	$399/$499
PX-45CHMAC	4-X, 1MB Cache Mac	$529
PX-63CS	6-X,145ms,900kb,256K Cache	$579/$699

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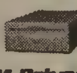

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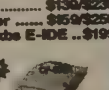
- *Top Rated high quality CD-ROM Drives !*
- *32-64K buffer for enhanced performance !*

		INT / EXT
CDS-525	2X,280ms,64kCache,300kbs	$139/$239
CDS-525K	Complete with controller	$159/$259
CDS-545	4X,230ms,128kCache,600kbs E-IDE	$199

TEAC NEW!



- Standard 3.5" 1.44 Drive (M#CF-506A)
- 195ms,64K Cache,600Kb/sec
- Sound Blaster Compatible
- Easy to use Plug & Play.

CD-55AB $195

CD-55AB	SuperQuad 4X AT Drive	$195
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CD-55AK16	SuperQuad 4X AT KIT (16 Bit)	$229
CF-506A	ComboQuad 4X CD w/1.44 Floppy	$239

PINNACLE MICRO 650MB Recordable, Playable CD-ROM

Recordable CD™

- ▶ Model RCD-1000™
- ▶ Double Speed 1MB Cache
- ▶ ISO 9660,HFS,Red Book Audio
- ▶ SW to Make Data,Audio&Video CDs
- ▶ For PC or MAC.

$1649 w/Controller for PC...$1799

RECORDABLE CD's

PINNACLE MICRO COMPACT disc Recordable

Recordable CD™

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RCD-1000 PC	External with SW for PC	$1649
RCD-1000 PC20	External w/Adaptec Interface	$1799

Smart and Friendly CD-RECORDERS

CD-R1002* High Performance Double Speed Recorder 1MB Cache $1659

CD-R 2000* **Dual-CD** High Performance Double Speed Recorder 2MB Cache $2659

CD-R 4000* **Warp QUAD** Speed Recording 512kB Cache, 17min record time $3789

*All units include Corel CD-Creator & Adaptec SCSI Adapter.

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CREATIVE CREATIVE LABS, INC.

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4x CD-ROM, SB16,18 Top Quality Titles,Speakers & Mic .. $369

MK-43196 SB BLASTER 4X KIT
4x CD-ROM, plus Grolier Encyclopedia $235

MK-42950 MULTI-MEDIA HOME OFFICE KIT
4x Quad CD-ROM, SB Card,Spkrs,Mic & 24 Titles $449

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SB-0100	SB Value Edition w/11 SW Bundle	$59
SB-1600	Sound Blaster Value ProEdition	$79
SB-2770	SB16 Value Edition w/CD Interface	$99
SB-1779	SB16 SCSI-2 WB&ASP Upgradable	$169
SB-1770	SB16 SCSI-2 with ASP	$199
SB-1759	SB16MultiCD WB&ASP Upgradable	$129
SB-1750	SB16MultiCD with ASP	$169
SB-2760	SB AWE32 w/Advanced WavEffects	$289
SB-3780	SB AWE32 Value Edition	$229

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COMPLETE MULTIMEDIA KITS

- High Quality Stereo speakers.
- Hot selection of the best selling CD titles.
- 16-bit CD Quality sound card (Wave Table Upgradable).
- Mitsumi or Teac 4XCD(All kits except 1000)/Sanyo 2XCD(1000KIT).
- **Quickstart Video for HASSLE FREE installations.**

M500	Int 4XCD+Compton's (No Sound card or spkrs)	$259
M3000	Int 4X-CD w/6 Educational Titles	$389
M4000	Internal 4X-CD-ROM & 11Titles	$299
M5000	Int 4X-CD,MIC&HeadPhone w/30Titles	$435
M6000	Int 4X-CD w/6 BusinessTitles	$389

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ADVANCED 16-BIT SOUND CARDS

SoundWave 32

SW-32Plus 16-Bit Stereo Sound with FM& Wavetable Synthesis, Mitsumi & Sony CD Interface $189

SW-32+SCSI 16-Bit Advanced DSP Sound, Mitsumi & SCSI CD Interface,Speakers & Mic $209

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Flatbed Color Scanners

A24PO	2400 3Pass 600x300 PC	$449
A24MD	2400 3Pass 600x300 MAC	$449
R241PTE	2412 1Pass 1200x300 PC	$699
R241PF	2412 1Pass 1200x300 PC	$549
R241MTE	2412 1Pass 1200x300 MAC	$609
R481PTE	4816 1Pass 1600x400 PC	$899
R481MTE	4816 1Pass 1600x400 MAC	$909
R962PTE	9624 1Pass 2400x600	$1795

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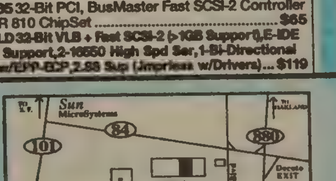
COMPUTER PRODUCTS



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TAPE BACKUPS

EXABYTE®

4.0GB Internal 4200CI Tape Drive Kit

- Adaptec 16-Bit SCSI Controller Card
- Backup Software (DOS,WIN or OS/2)
- Up to 28MB/Min Transfer
- One Data Cartridge
- **48 Hour Replacement WARRANTY**

$939

External Kit $1029

		INT/EXT
EXB-2501	1GB 567KB/sec	$489/$619
EXB-2501K	Complete Kit for PC	$649/$749
FS4000	2-4GB 1MB Cache 14MB/min	$1119/$1259
FS4000DC	2-4GB 1MB Cache 28MB/min	$1239/$1489
EXB-4200	2GB up to 28MB/min w/Comp	$779/$879
EXB-4200C	4GB up to 28MB/min w/Comp	$799/$899
8205XL	3.5-7GB up to32MB/min w/Comp	$1289/$1599
8505XLI	7-14GB up to 60MB/min w/Comp	$1999/$2299
EXB-BKT	Exabyte 5.25" Bracket for 3.5" Units	$39

HEWLETT PACKARD

The Most Reliable SCSI Tape Backup for MAC,PC or SUN .

DAT SERIES (4mm)

		INT / EXT
35470A	2.0GB 3.5" 183kb/sec DDS	$779/$879
35480A	4-8GB 3.5" up to 732kb/sec DDS	[illegible]
C1533A	4-8GB HW DataCompression DDS-2	$1019/$1119
C1553A	24-48GB 6Cart Autoloader Upg.	$2249/$2369
HP-BKT	Exabyte 5.25" Bracket for 3.5" Units	$39

CONNER

Archive VIPER SERIES

			INT	EXT
2150S	250MB	112KB/sec	$309	$409
2525S	525MB	200KB/sec	$459	$559

CONNER TAPE•STOR™

Mini Data Cart Drives

TS420	420MB Runs Off Floppy Port	$169
TS420P	420MB Runs Off Parallel Port	$319
TS850	850MB (QIC WIDE) Floppy Port	$264
TS850P	850MB (QIC WIDE) Parallel Port	$389
TS1700	1.7GB (QIC WIDE)- w/Floppy Cont	$319
TS4000	4.0GB (QIC WIDE)-SCSI	$529
TS4000E	4.0GB(QIC WIDE)-SCSI External	$619

COLORADO® MEMORY SYSTEMS

INTERNAL: RUNS OFF FLOPPY PORT

DJ35	350MB (JUMBO 350)	$169
DJ25	680MB (JUMBO 700)	$255
T1000	800MB HP Colorado T1000	$209
DJ50	1.4GB (JUMBO 1400) *NEW*	$349

JUMBO Accessories.......

AB-11	Edge Connector for External JUMBO	$35
FC-20	8-Bit Tape Accelerator	$89
TC-15	16 Bit High Perf. Accelerator	$189

POWERTAPE™

		INT / EXT
PT10	1.0GB SCSI-2 -1/4"	$589 /$N/A
PT25	2.0GB SCSI-2 -1/4"	$929/$1029
PT50	4.0GB SCSI-2 -1/4"	$1119/$1239
PD60	2-4GB SCSI-2 DAT **NEW**	$999/$1099

Trakker

EXTERNAL: RUNS OFF PRINTER PORT

JT20	250MB TRAKKER 250	$269
JT35	350MB TRAKKER 350	$335
JT25	680MB TRAKKER 700	$389

WangDAT

4mm DAT SCSI TAPE BACKUP

		INT / EXT
3100	2.0GB 3.5" DDS 183kb/s	$759/$899
3200	4-8GB 3.5" DDS-DC up to 366kb/s	$799/$999
3400DX	4-8GB DDS-2 22-44mb/min	$999/$1149

WANGTEK

5.25" 1/4" SCSI TAPE BACKUP

5150ES	250MB 6.75MB/min	$309/$499
5525ES	525MB 12MB/min	$419/$599
51000HT	1.2GB 17.1MB/min	$649/$799
9500DC	5-10GB 36-72 MB/min	$999/$1189

SCSI BACKUP S/W

NovaBack by NovaStor

NBDOS	SINGLE USER FOR DOS	$65
NBWIN	SINGLE USER FOR WINDOWS	$69
NBOS/2	SINGLE USER FOR OS/2	$39
NBNET50	NLM 50 USER (DOS)	$349
NBNETU	NLM UNLIMITED USERS (DOS)	$395
NBNETJr	NLM JUNIOR (DOS) for Networks	$239
NBMAC	Nova MAC for Macintosh	$99

OPTICAL DRIVES

Maxoptix

1.3GB Rewritable Optical Drives

	INT/EXT
Tahiti-4M *1MB* Cache buffer (NEW!)	$CALL
Tahiti-4M *4MB* Cache buffer	$CALL
Tahiti-3M *1MB* Cache buffer	$1979/$2169
Tahiti-3M *4MB* Cache buffer	$2049/$2249
1.3GB Cart (512or1024bSector) Glass/Poly	$189/$149

HEWLETT PACKARD

Rewritable Optical Drives

C1716T	1.3GB 5.25"INT/EXT	$1959/$2149
C2550A	1.3GB 5.25" External	$2429
C1100A	20GB Ext Juke Box (20XT)	$4589
1.3GB(1024b/s) or 1.2GB(512b/s) cartridge		$109

FUJITSU

DynaMO 2512A 230MB 3.5" Optical

Internal/(External with cart)	$559/$699
EXTERNAL w/16 Bit Adapter & Cart for PC	$779
EXTERNAL w/Software,Cable & Cart for MAC	$699

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The Next Generation of the 1st Portable Optical Drive

Tahoe230 MAC	Portable 230MB for MAC	$899
Tahoe230 PCT	Portable for PC (Parallel)	$1049
Tahoe230 PCA	Portable w/Adaptec Interface	$1089
Tahoe230 PCAN	Portable for PC (no Interface)	$759
Pak-Travel	Battery,charger & travel case	$195

Sierra 1.3GB

1.3GB Optical Hard Drive Storage System

Sierra1.3 MAC	EXT 1.3GB for MAC	$2249
Sierra1.3 PC	EXT w/Adaptec Interface	$2399
Sierra1.3 PCAN	EXT for PC (no Interface)	$2289
Sierra1.3 PCI	INT w/Adaptec Interface	$2249

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4mm DAT

		Ea./5Pak
Exabyte/HP	90 Meter	$20/$90
Maxell/3M/Sony	90 Meter	$15/$65
Fuji-DG90M	90 Meter	$13/$55
Sony/HP	120 Meter(DDS-2)	$29/$139
4mm Cleaning Cartridge		$20/$95

8mm Data Carts

Exabyte/Sony	112 Meter up to 5GB	$19/$90
Exabyte/Sony	160 Meter XL up to 7GB	$29/$140

Mini Data Carts

Turn your 250 MB Tape Drive Into a 350 MB Drive!

3M	350MB Kit w/2 DC2120XL Carts	$69
CMS	350MB Kit w/DT-350 Tape	$49

Sony	QIC-WIDE QW5122Fup to420MB	$20/$95
Sony	QIC-WIDE QW3010XLFup to 850MB	$26/$125
Sony	QIC-WIDE QW3080XLFup to 4GB	$33/$160
3M\EXABYTE	DC2750/MC3000 (750MB)	$30/$145
EXABYTE	MC3000XL (1GB)	$39/$190
3M	MC3000XL (1GB)	$35/$168
3M	MC3000XL Formatted	$40/$190
Sony	QD2120 QIC80 up to250MB	$22/$105
Sony	QD2120 unformatted up to250MB	$19/$90
3M	DC2120 Ximat up 250MB	$17/$79
3M	DC2120XL Ximat up 350MB	$25/$120
Maxell	DC2120 unformatted tapes	$15/$69
Maxell	DC2120 QIC 80 formatted	$18/$85
Maxell	2120 Cleaning Kit	$22/$100
GIGATEK	DC2120 QIC80 up to250MB	$15/$69
GIGATEK	DC2120XL up to350MB	$22/$104

1/4" Data Carts

Sony	QD6150 - 150MB	$17/$79
Sony	QD6250 - 250 MB	$23/$104
Sony	QD6525 - 525 MB	$29/$140
3M/Maxell	DC6150 - 150MB	$16/$75
3M/Maxell	DC6250 - 250MB	$22/$99
3M/Maxell	DC6525 - 525MB	$28/$135
GIGATEK	DC6150 - 150MB	$14/$65
GIGATEK	DC6250 - 250MB	$19/$90
GIGATEK	DC6525 - 525MB	$24/$109
3M/GIGATEK	Magnus 1.2 / DC9120 - 1.2 GB	$45/$215
3M/GIGATEK	Magnus 2.0 / DC9200 - 2.0 GB	$59/$285
Maxell	DC-9135 - 1.3 GB	$49/$235

3.5" Optical Carts

3M/Ricoh	128MB 512 bytes/sec	$25/$120
Verbatim/Maxell	230MB 512 bytes/sec	$47/$219
FUJITSU	230MB 512 bytes/sec	$49/$235
KOMAG/PHILIPS	230MB 512 bytes/sec	$33/$155
OMD-230HS	230MB Pinnacle Hi Speed Media	$39/$190

5.25" Optical Carts

Maxoptix	1.2G-512b/s or 1.3G-1024b/s-Glass	$189
Maxoptix	1.2G-512b/s or 1.3G-1024b/s-Poly	$149
HP	1.2G-512b/s or 1.3G-1024b/s	$109
OMD1200HS	Pinnacle 1.2G 512b Hi Speed (Universal)	$119
OMD1300HS	Pinnacle 1.3G 1024b Hi Speed (Mac)	$119

Blank Recordable CDs

540MB	63min Compact Disc SONY	$13.59/64
540MB	63min Compact Disc Other	$12.50/60
650MB	74min Compact Disc Kodak	$16.99/$80
650MB	74min Compact Disc Sony	$15.99/$75
650MB	74min Compact Disc Other	$13.99/$68
RCD-74	74min Compact Disc Pinnacle	$19/$90

PC & MAC MODEMS

U.S. Robotics

◆ **Sportster** — 14.4 & 28.8 High Speed Fax/Modems

14.4	INT/EXT for PC - V.32bis w/V.42	$119/$129
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14.4/28.8	PCMCIA 2.1Fax/Modem	$189/$369
28.8	INT/EXT for PC - V.34	$229/$239

◆ **Courier** — *The Only V. Everything Modem !*

28.8	INT/EXT for PC V.34-V.FC-V.42	$389/$449
19.2	EXT for PC Dual Standard	$369
28.8	EXT for PC Dual Standard	$599
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③

Venture Capital And The Internet (And More!)

Comments On The Future Of The Online Craze, Multimedia, Computing, And Venture Capital

Recently we spoke with a couple of venture capitalists involved in the computer-related arena (Ann Winblad and Kevin Fong) and a couple of people who follow and report on the venture capital industry itself (Anthony Perkins of The Red Herring and Richard Shaffer of Technologic Partners) about the impact of the Internet on the venture capital world and the differences and/or similarities between the PC revolution of the '80s and the present rush to be online. In addition, Ms. Winblad shared her experiences with T/Maker and Mr. Perkins commented on the cooling multimedia craze and the home market.

—John Downen

Ann Winblad
Hummer Winblad Venture Partners
awinblad@humwin.com

Our volume of resumes, questions, and general interaction via email has increased dramatically. Most entrepreneurs do not email us an entire plan, but test out the venture-marketability of their ideas via email. Since we prefer to see an executive summary first, email submission is preferred. Email submissions tend to go to the top of our stack as they are staring us in the face on our desktops at work and at home. All of our partners share a common mail server so it also allows us to route plans quicker if we can do it digitally, even to read submissions when we are on the road. Our Web site will be up and running this summer. In the meantime we have used other special interest Web sites for announcements and recruiting. We have found this casts our net much further and has expanded our recruiting and deal flow reach.

The infobahn has many potholes that will be filled by a large number of small companies. The challenge is finding companies that scale to large-size businesses once the potholes are filled.

We believe that indeed, as George Gilder says, we are expanding from a mere microcosm to a telecosm. Part II of the software revolution has several components. Part I was the desktop revolution; this implies corporate desktop. Part II continues to be driven by the dramatic price/performance change in microprocessors—enabling multimedia PCs for consumers and distributed computing in corporations with high-performance, low-priced servers. The creation of the unbounded network in corporations and the expanded access to information, along with the rapid population of PCs in homes, has driven the need for a common communication network; social computing on the consumer end and corporate communication on the business end. The social computing phenomenon was certainly a driver in Internet use.

I do not view the Internet as the market itself, although it is one of the market expansion forces.

When we started our fund in the fall of 1989 with a total focus on software, it was very hard to get our fund started; investors thought software companies were not valuable and that the assets walked out the door at night. We prevailed and raised a $35 million fund that fall. That fund has already returned almost $90 million to our investors. When we raised our first fund in 1989 the software market was a $22 billion annual revenue industry—by the end of 1994 the software industry had grown to $80 billion. Since Microsoft had only $4 billion in revenue, it suggests there has been ample

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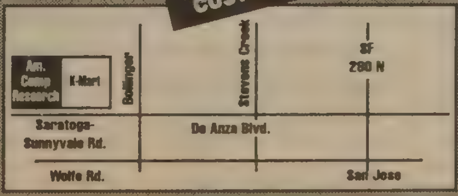

Venture Capital And The Internet *continued...*

opportunity for many software companies to participate in the wealth creation.

T/Maker had a talented first-time CEO, Heidi Roizen. We supported her, but continually confronted her with hard decisions to make. She needed to face the fact that one of her product lines had a very limited future, although it made up the bulk of her revenue. We also helped her reconstruct a business model based on consumer pricing and consumer volumes. There were very few success models at the time, so this required very strategic thinking. This knowledge not only helped T/Maker but has served us well in other consumer software investments.

The business model [for content providers] is very challenging. It is a game of inches versus miles. For example, to build a $10 million consumer software company requires unit sales of close to 900,000. The price points demand high volumes and flawless execution of the strategy. Content companies are risky investments. Entrepreneurs make mistakes as they gain experience, and we fund entrepreneurs. But we think we have a good understanding of the business models, the risks, and the opportunities and have continued to fund consumer software companies.

Kevin Fong
Mayfield Fund
kfong@mayfield.com

I think email as a vehicle for communication with both our portfolio companies and doing due diligence on business plans—easy access to research reports and information about who's doing what, news items, things like that—is just incredible. And in terms of just operating our own business, getting financial information is incredibly easy too.

The other thing too is that, in our business, keeping and using personal relations as resources to stay abreast of what's happening is important and the Internet makes it an easy forum for that; and I find that it improves our personal leverage. The same way that the cellular telephone was a quantum leap, I think that the Internet is also providing that same sort of quantum leap in terms of productivity and how I do my job day to day.

As an investment opportunity, I think [the Internet is] going to have such a profound impact on our lives, on how we do business, on how we communicate, on how we interact with one another that it's just going to open up a huge number of opportunities. I've no idea what those are, [and] I don't think we can fully realize the impact of it. I mean, you see people jaded, industry veterans from the PC and the software industry that are completely stunned—I'm talking about guys like John Seely Brown, who runs Xerox PARC; and Arno Penzias, who is a Nobel laureate and VP of research at Bell Laboratories; and guys like Chuck Geschke, founder of Adobe—these guys are all stunned by the Internet. Stunned because even though they've been around it and understand it, they cannot believe what's happening, they cannot believe the acceleration. And so when people like that, who are jaded and see a lot of things, also are literally stunned, I think you can't help but take notice.

There are sort of two camps in the venture capital world right now: There's this one camp that says, "God, I don't get it. So you browse and find some interesting things, but big deal." And then you have other people, like first year out of engineering school or first year MBA students that I've interviewed, that say, "God, I can't believe I spent so many hours. I feel so guilty about how many hours I sit there browsing on the Net." And so [there is] that disparity of view, there is some view of changing how you interact with other people, how you get information, and what you do for fun.

There are going to be and there have been a lot of interesting new investment opportunities in the Internet areas. The majority of deals that we're looking at are sort of infrastructure, things that make that whole infrastructure work better, whether it's software, whether it's equipment hardware and data communications hardware, things like that.

The applications are just starting as well, and people are essentially asking us to fund the equivalent of storefronts on the Internet. That's sort of an obvious business as well. So if you want to sell CDs, like one of our companies that we've invested in does, or whether you want to offer employment services or you name it, those types of plans are popping up all over as well.

I thing the big guys will get their share because they're part of the business, they do understand, but I think there's enough of the business of what the Internet will mean—accommodation, not just communications, and voice and consumer marketing and technology and all those factors—I think that the venture capitalists understand a lot of those factors very well. And venture capitalists, along with the entrepreneurs who start the companies, will have lots of opportunities.

Anthony Perkins
The Red Herring
http://www.herring.com

I would say that the Internet component that is emerging is going to create all sorts of new venture capital opportunities for service and information providers to develop new and very innovative sales channels that are lower in expense and higher in terms of being a mass-medium sales channel. That means that the venture capital opportunities [lie] in what I would call the Internet tool-related area: in any software or hardware tool that makes the Internet easier to use, easier to manage, [or] provides a better search-and-retrieval capability that helps create the opportunity to execute secure transactions over the Internet. The Internet market is very new, it's very slow, it's very cumbersome, it's very disorienting, but it's a very viable new communications and sales channel and it's really super cheap. I also believe that, moving up a level, it's going to create lots of opportunities to create little media companies who use the Internet as their primary distribution, such as *The Red Herring*, where we are going to be using the Internet to deliver and sell information.

One level of hype [about multimedia] came from the anticipation of interactive TV. What I think people realized is that television is still going to be primarily a passive medium. But I still think that once a two-way fiber optic cable is designed or implemented, or whatever other exotic two-way digital delivery system is settled upon, that there will be value in being able to create or basically order content on demand. But again, that is more of a transaction-based exercise and not where you're getting involved in changing the end of movies.

What we learned about CD-ROM, which was the next level of hype that came crashing in, was that the ability to digitize audio, high-resolution graphics, and even video onto [the] computer gives you a glimpse of what life is going to be like. But I think the CD-ROM medium was really designed for pretty much audio and was a very cumbersome, slow, and boring medium. And so that's why we've seen a lot of shakeout.

The way I see it is as the training wheels for the eventuality of online delivery of multimedia content. So once entrepreneurs, that are being

continued on page 320

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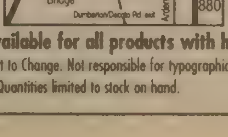

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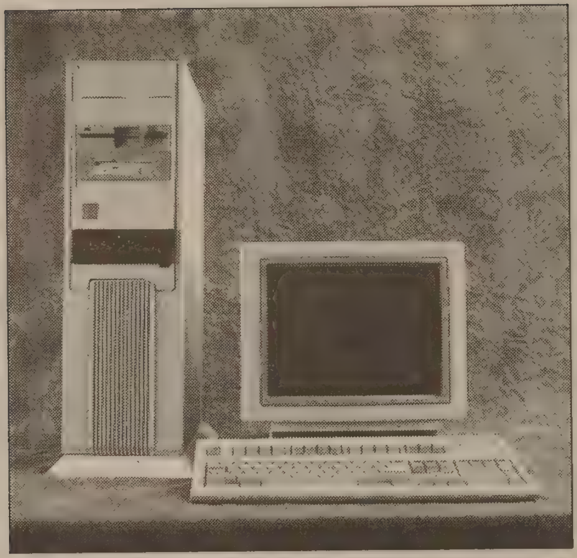
intel inside
pentium™ PROCESSOR



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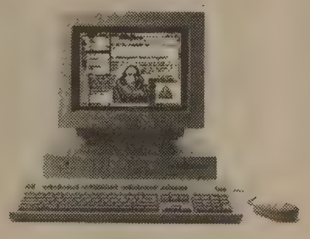

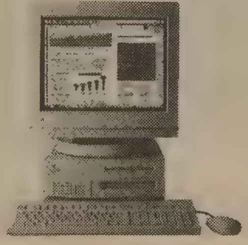

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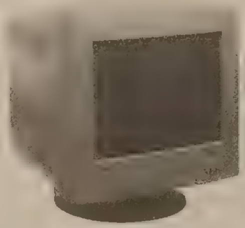

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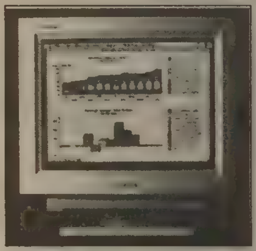

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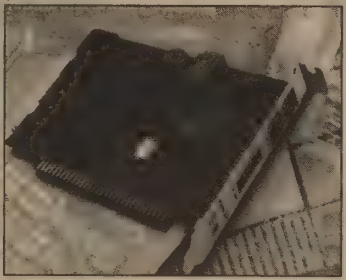

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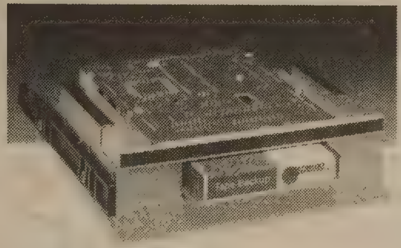

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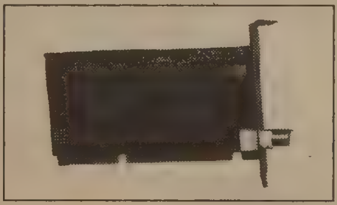

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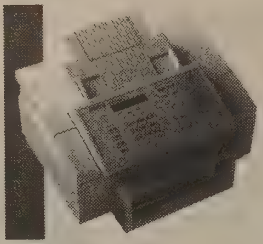

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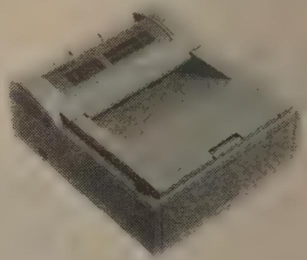

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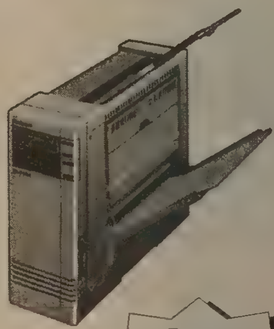

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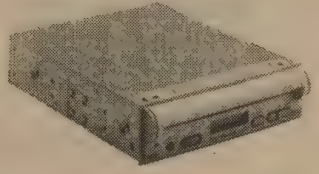

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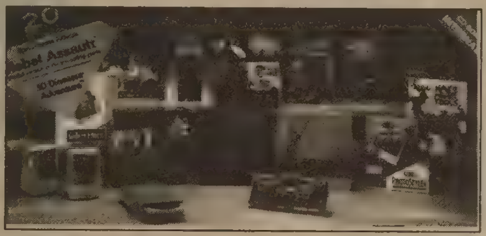

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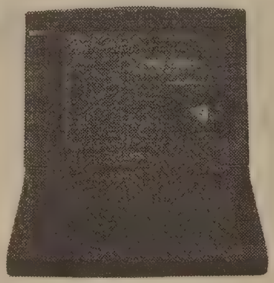

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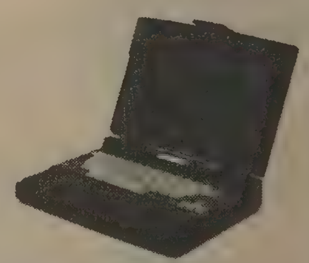

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ACCESS
COMPUTER TECHNOLOGIES

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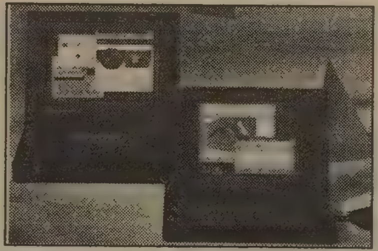
OmniBook 4000CT
Color Notebook

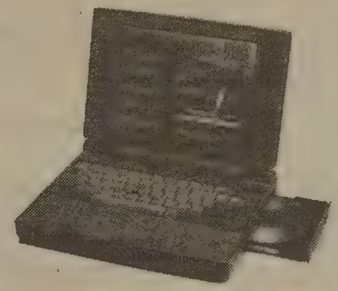


- 486DX4-100MHz
- 8MB RAM exp to 32MB
- 520MB hard drive
- 10.3" TFT color screen
- MS-DOS & Windows
- 3 year worldwide limited warranty
- Other models available

NH1089A **$3399**

TOSHIBA

T2150CDT
Multimedia Notebook

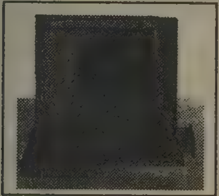


- Intel 486DX4-75MHz
- 8MB RAM
- 500MB hard drive
- Toshiba Dual Speed CD ROM drive
- 1MB Video RAM
- SoundBlaster compatible
- Built-in speaker & microphone
- Accupoint Pointing Device
- TFT active color screen
- External floppy drive
- 3 year warranty

Best Price!

NT2150CD **$3560**

T4900CT Pentium 75, 8/210, TFT, NET4400C $4640



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EVER for EXcellence®

StepNote Color Notebooks

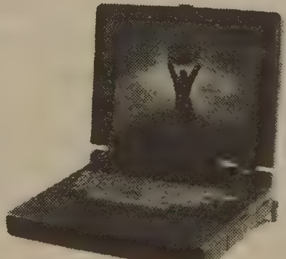
- Intel processor
- 4MB RAM
- DOS & Windows included
- Built-in 1MB VGA
- Multimedia ready

DX2-50MHz	
340MB, DSTN, NBV250DX	$1879.00
540MB, DSTN, NBV250PY	2009.00
DX2-66MHz	
340MB, TFT, NBV266AX	2479.00
DX4-100MHz	
540MB, DSTN, NBV100PY	2199.00
340MB, TFT, NBV100AX	2649.00
514MB, TFT, NBV100AY	2819.00

TOSHIBA

New Notebooks!

PORTÉGÉ 610CT
w/ 90MHz Pentium Processor



- Intel Pentium 90MHz Processor
- 8MB RAM exp to 40MB
- 720MB hard drive
- TFT active color display
- Multimedia ready w/ built-in Mic and speakers
- Accupoint Pointing Device
- Litium Ion Battery Technology
- 3 year limited warranty

NT610CT **$4299**

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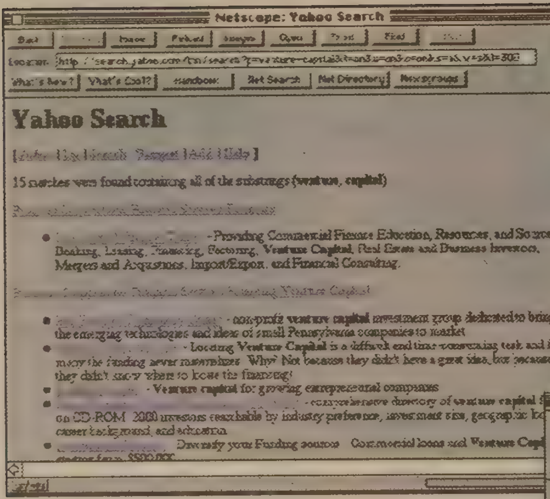
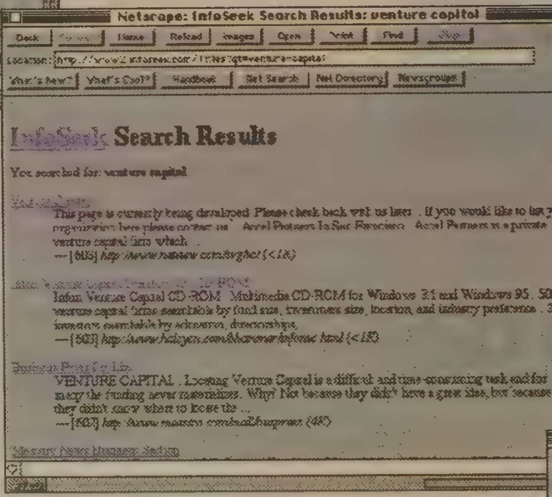
A Quick Look At Search Tools For Finding Venture Capital On The Net

By Michael Robin



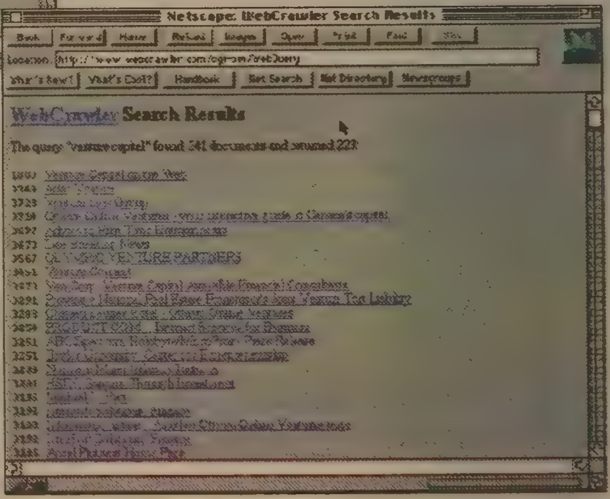
Yahoo Search

15 matches were found containing all of the substrings (venture, capital)



InfoSeek Search Results

You searched for: venture capital



WebCrawler Search Results

Most of the clamor about "doing business on the Internet" is about buying and selling goods and services. Hardly a week passes without an announcement of a new alliance or new technology that will make secure financial transactions across the Net possible—Real Soon Now. In the meantime, other types of business activities are already conducted across the networks.

On today's networks, doing business on the Internet refers to how people use this medium to do their work—how they interact with coworkers, peers, and clients; present information about products or services; find information; and exchange information. Increasingly, discussion about businesses on the Internet also includes companies that provide the hardware, software, and content for the Net.

Venture capital firms sit at one of the intersections on the information crossroads—both using the Net as a business communications tool as well as funding companies and services to continue building the Net. Firms such as Accel Partners (*http://www.accel.com/*) and Kleiner Perkins Caufield & Byers (*http://www.home.net/kpcb.html*) have Web pages to present a wide range of information from introducing their partners, listing which start-ups they support, and showing how to either contact them or submit a proposal. One Web site, the Internet Business Center

SURFING FOR FINANCE ON THE WEB

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PENTIUM 90	$2349
PENTIUM 75	$2249
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486DX2-66	$1899

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- 1.44 MB Floppy Drive
- 340 MB Hard Drive
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- Built-In Trackball
- 86 Key Ergonomical Keyboard
- Built-In Sound Card, Microphone, and Speakers
- NiMH Battery w/AC Adapter
- Two Type II PCMCIA Slots
- Carrying Bag
- DOS
- FCC Class B Approved

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PENTIUM 120	CALL
PENTIUM 100	$1859
PENTIUM 90	$1759
PENTIUM 75	$1659
486DX4-100	$1449
486DX2-66	$1439

- Intel TRITON Chipset
- CPU with Cooling Fan
- 256K External Cache
- 8MB Memory (70ns, 72 pin)
- 1.44 MB Floppy Drive
- 540 MB EIDE Hard Drive
- PCI EIDE Controller
- 16550 UART Serial Port
- EPP/ECP Parallel Port
- PCI Diamond Stealth 64 w/ 1 MB DRAM
- 14" Non-Interlaced SVGA Monitor (1024x768, .28dp)
- Keytronics 101 Keyboard w/Keyboard Pad
- Med Tower w/UL Power Supply
- Logitech First Mouse w/Pad
- Toshiba 4X Speed IDE CD-ROM (600kb/s,190ms)
- Sound Blaster 16 Sound Card
- Amplified Stereo Speakers
- CD SOFTWARE
  - ⇨ WordPerfect 6.1 for Windows
  - ⇨ Quattro Pro 6.0 for Windows
  - ⇨ Presentation 3.0 for Windows
  - ⇨ InfoCentral 1.1 for Windows
  - ⇨ Voice Recognition
  - ⇨ Envoy Viewer 1.0 Windows
  - ⇨ Compton's Interactive Encyclopedia 95
- FCC Class B Approved

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PENTIUM 90 MHz	$1379
PENTIUM 75 MHz	$1279
486DX4-100 MHz	$1099
486DX2-80 MHz	$1095
486DX2-66 MHz	$1089

- Intel TRITON Chipset
- Green PC Technology
- CPU WITH Motherboard, Cooling Fan
- Math Co-Processor, 256K External Cache
- 8 MB MEMORY (70ns, 72 Pins)
- 540 MB IDE HARD DRIVE
- 1.44 MB 3.5" Floppy Drive
- 32 Bit PCI Cirrus Logic 5434 SVGA w/1 MB
- 32 Bit PCI 2FD/4HD Controller w/2 Serial/1 Parallel Ports
- 14" Non-Interlaced Full Screen Monitor
- BTC 101 Keyboard
- Med Tower w/230W Power Supply
- Microsoft Compatible Serial Mouse w/Pad
- FCC Class B Approved

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14.4 Fax Modem
$110

PCMCIA
28.8 Fax Modem
$220

PCMCIA
Ethernet Combo
$140

PCMCIA
Xircom 10Base-T
$189

PCMCIA
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FX870
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MULTIMEDIA PACKAGES/CD-ROMS

1) 2X SPEED CD-ROM, Sound Blaster 16, Stereo Speakers and Compton's Interactive Ency. 95 (win)	$199
2) 4X SPEED CD-ROM, Sound Blaster 16 80W, Stereo Speakers and Compton's Interactive Ency. 95	$299
3) 4X SPEED CD-ROM, Sound Blaster 16, SCSI II, Stereo Speakers and Compton's Interactive Ency. 95	$419
Toshiba SCSI 5302B 150ms 4 Speed	289
Toshiba IDE 3502B 190ms 4 Speed	179
Sony Bus Double Speed IDE (250ms)	109
Sound Blaster 16 Basic	68
Sound Blaster 16 SCSI II	99
120 Watt Speakers	49

MOTHERBOARDS

INTEL Pentium 90/75, PCI IDE Hi-Speed I/O Built-In Triton Chipset, No CPU	$225
INTEL Pentium 100/90/75, PCI IDE Hi-Speed I/O Built-In Neptune Chipset, No CPU	300
BioTec Pentium 120/100/90/75, PCI, 256K Cache, Triton Chipset, No CPU	189
BioTec Pentium 100/90/75, PCI, IDE High Speed I/O Built-In, UMC Chipset, No CPU	170
BioTec 486, PCI IDE High Speed I/O, 256K 486 DX4-100/DX2-80/66	215/210/205
486DX4-100, VLB AMD CPU 256K	189
486DX2-80, VLB AMD CPU 256K	185
486DX2-66, VLB AMD CPU 256K	179
386DX-40, 128K	75
486SX-25, VLB INTEL CPU NC	129
486SLC-66, VLB IBM CPU Math 128K	130

HARD DRIVES

CONNER	
420 MB/540 MB IDE	$143/163
850 MB/1.2 GB IDE	$204/295
MAXTOR	
850 MB/1.2 GB IDE	$204/245
WESTERN DIGITAL (3 yr. warranty)	
540 MB/850 MB IDE	$194/214
1.2 GB IDE	$235

FLOPPY DRIVES

Chinon 1.2/1.44 MB	$40/30
Sony 1.44 MB	25
Teac 1.2 MB	40
Teac 1.44 MB	30

CONTROLLERS

IDE w/I/O for VLB 2FD/4HD	$17
K-Well AT/IO (2S/2P)	19
K-Well VLB IDE w/2 16550 UART/1P/1G	39
K-Well ISA IDE w/2 16550 UART 1P/1G	19
ADAPTEC	
2842 VLB SCSI w/kit	199
2940W (Wide SCSI) w/cable	240
2940 PCI w/cable	189
UltraStor SCSI VLB	159
Qlogic ISA/FL, 7 SCSI	122
Qlogic VESA/FL, 7 SCSI	199
Qlogic PCI/FL, 7 SCSI	110

KEYBOARDS

BTC 101 Keyboard	$16
Keytronics 101 Keyboard	22
Monterey K104 Keyboard	30
Focus FK8000 w/calculator	33
Focus FK9000 Programmable	45

MODEMS & FAXES

9600 Fax/2400 Modem	$32
14,400 Fax/14,400 Modem Int	48
14,400 Fax/14,400 Modem Ext	65
14.4 Data/Fax w/Voice Mail Int	55
14.4 Data/Fax w/Voice Mail Ext	75
28.8 Data/14.4 Fax V.34 Modem Int	116
28.8 Data/14.4 Fax V.34 Modem Ext	135
US ROBOTICS	
Sportster 14400 Fax Modem Int	89
Sportster 14400 Fax Modem Ext	110
Sportster 28800 v.34 Fax Modem Int	210
Sportster 28800 v.34 Fax Modem Ext	228

MONITORS

14" Mono	$68
14" VGA Mono	84
14" SVGA 1024x768 NI	200
15" GVC M1566LR 1280x1024 .28	295
15" ADI 4GP 1280x1024 .28	360
15" Mag DX15FE 1280x1024 .28	330
CTX	
14" 1451C 1024x768 .28	220
15" 1562GM 1280x1024 .28	315
17" 1765GM 1280x1024 .27	595
NANAO	
F5501W 17" 1280x1024 .28	864
T5601W 17" 1280x1024 .25	1372
F560IW 17" 1280x1024 .31	1146
F760IW 21" 1280x1024 .31	1788
NOKIA	
449E 15" FST 1280x1024 .28 dp	419
447L 17" FST 1280x1024 .28 dp	679
447X 17" FST 1280x1024 .26 dp	959
445X 21" FST 1600x1280 .26 dp	2279
VIEWSONIC	
6E 14" 1024x768 .28 NI	275
15ES 15" 1024x768 .28 NI, Mac II	345
17G 17" 1280x1024 .28 NI	749
20 20" 1600x1280 .28	1449
21PS 21" 1600x1280 .26 NI, Mac II	1668

VIDEO CARDS

Cirrus Logic 5422 ISA w/1 MB	$59
Cirrus Logic 5428 VLB w/1 MB	69
Cirrus Logic 5434 PCI w/1/2 MB	90/135
Trident 9440 Agi VLB w/1/2 MB	69/114
ATI	
WinTurbo 64 2MB VRAM PCI	230
WinTurbo 64 2MB VRAM VLB	230
DIAMOND	
Stealth 64 PCI w/1/2 MB DRAM	109/155
Stealth 64 VLB w/1/2 MB DRAM	119/159
Stealth 64 Video PCI/VLB w/2 MB VRAM	252

NETWORKING

Intel 16 Bit Ethernet Card 10BaseT	$69
3COM	
3C509 ELINK III Coax/5 Pack	95/449
C509 ELINK III TP/5 Pack	85/405
C509 ELINK III Combo/5 Pack	120/498
ETHERNET 10BASE-T HUB	
3-Com Link Builder 12 Ports TP	339
BOCA 8 Ports TP Only	139
NOVELL NETWARE (OEM)	
V3.12-5/10/25/50 Users	538/1158/1688/2228
V4.01-5/10/25/50 Users	768/1458/2058/2678

TAPE BACK-UP

COLORADO	
DJ-35 350 MB	$138
DJ-25 700 MB	199
JT-20 250 MB TRAKKER	254
JT-35 350 MB TRAKKER	288
PT-50 Power Tape 1 GB SCSI	499

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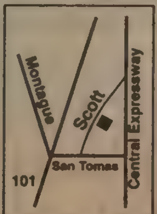
Mini Tower w/230w PS	$35
Med Tower w/230W PS	55
Full Tower w/250W PS	75
Baby AT w/230W PS	40

TWO YEAR LABOR WARRANTY ON SYSTEMS & 1 YEAR PARTS WARRANTY



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FOR EXAMPLE:

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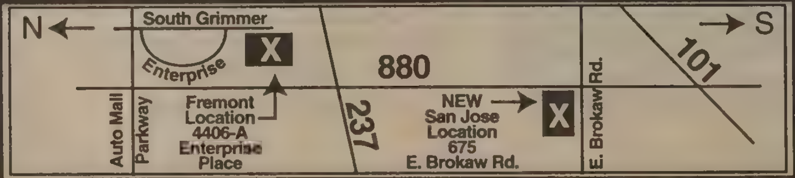
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Enterprise
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Auto Mall
Parkway
Fremont Location 4406-A Enterprise Place
237
NEW San Jose Location 675 E. Brokaw Rd.
X
E. Brokaw Rd.

Surfing For Finance On The Web *continued...*

(*http://tig.com/IBC/NetStats/Names.html*) offers a list of venture capital firms on the Net that have their own domain names.

To see what venture capital companies, investors, and resources are available on the World Wide Web, I visited three Web sites that offer Net indexing tools: Yahoo, WebCrawler, and InfoSeek. For all three Web searches, I queried the term "venture capital." Each search returned overlapping but somewhat different information, organized slightly differently as well.

WebCrawler (*http://www.webcrawler.com/*) returned a list of 223 links arranged alphabetically, ranging from venture capital firms with investments in both technology and non-technology companies; law offices that handle new companies, intellectual property rights, and investments; general investment news; municipal and corporate information; and more.

> *Venture capital firms sit at one of the intersections on the information crossroads—both using the Net as a business communications tool as well as funding companies and services to continue building the Net.*

Yahoo (*http://www.yahoo.com/*), itself a hot new recipient of venture capital financing, presented some of the same information as WebCrawler, plus resources on nonprofit venture capital investment groups, directories of VC firms, funding sources, small business information, a link to the Price Waterhouse LLP Venture Capital Survey, and links to other indexing services, including WebCrawler, InfoSeek, Aliweb, Lycos, and more. The results of my Yahoo Search were organized in categories (Financing, Venture Capital, Small Business Information, etc.) that made it easy to quickly find what I was looking for.

InfoSeek (*http://www.infoseek.com/*) searches Web sites similar to Yahoo and WebCrawler. This list was shorter but more focused than the other two, including VC firms as well as news and information resources such as *Business Press On-Line* and *Mercury News* Business Section. InfoSeek also offers a commercial version that will search and retrieve articles from a growing list of databases, including over eighty computer periodicals, over ten thousand Usenet newsgroups, Newsbytes, and Cineman Syndicate movie reviews. ■

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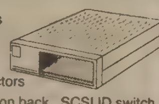
SCSI Disk Drive Case



- Low-profile case for 5.25" drives
- Perfect for lower-power drives
- 9.5" x 2.5" x 10.5" overall size
- 50-pin SCSI daisy-chain connectors
- Internal audio cable, RCA jacks on back, SCSI ID switch
- Uses External 15-16VDC, 1-2A Supply (Not Included)
- Internal Regulator board can deliver +5, +12 @ 1.5A

HSC# 15245 Low-Profile 5.25" Drive Case **$17.95**

Computer Parts Specials!

A. Western Digital WD1003V-MM1 MFM Disk Controller
- New in box with inst. 16-Bit, No Floppy controller.

HSC# 15362 **$9.95**

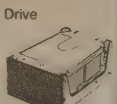
B. HP Sketchpro Digitizing Tablet (Pad Only, no Pen)
- 11" x 11" New in box, buy cursor from HP direct

HSC#14739 **$25.00**

C. 3.5" Floppy Drive Adapter Bracket for 5.25" bay
- Includes hardware, faceplate, connector adapters

HSC# 15124 **$1.95**

Huge SCSI Hard Drive



- Fujitsu M2266S Full Height 5.25" Hard Drive
- 1.2 Gigabyte (1.08 GB Formatted)
- SCSI Interface (SCSI-II Capable)
- 14.5 mS avg. access time
- Great for File Server
- Looks like new, 90-day warranty

HSC# 15365 **$299.00**

Multimedia Speakers

- Two styles to choose from, both new in box
- White plastic enclosures, grey grilles
- Econo-import model MSS-1000 has:
  - Volume control, Bass boost switch
  - Uses 3 C-cells per side, measures 3.5" x 3.5" x 5"
- CS-550 by Labtec (pictured below) has:
  - Volume control, Bass boost switch, Treble-boost switch, measures 4" x 4" x 6"
  - CS-550 has 40 - 16000 Hz freq. response, 3" speakers, and power light.
  - 4 watt amplifiers (uses 2 C-cells per side)
- Both feature magnetically shielded enclosures, "enhanced bass-response cabinet design",) and attractive beige styling.

MSS-1000 **HSC# 15127**
Pair/ $6.95

CS-550 **HSC# 15517**
Pair/ $9.95

Dealer Inquiries Invited...

Quantity Discounts Available!

Handy Power Supplies

A) Switching power supply rated at 5VDC, 3A, Measures 2.75 x 3.25 x 5.25", IEC receptacle for universal (100 - 250VAC, 47 - 63 Hz) input, IEC cord not included, 6' Output cord with DIN plug New in box. **HSC#14996 $5.95**

B) Linear supply rated at 12VDC @ 1200 mA. Input is strapped for 240 VAC input, use as is with 110VAC for lower voltage output, or re-strap it for 110VAC use at 12VDC. Measures 2.5 x 4 x 6.5", IEC cord not included. **HSC# 14980 $5.95**

C) Standard 6' IEC power cord for use with above supplies, misc. colors & styles, used. **HSC# 80119 $.99**

D) Multi-output linear supply rated at 5VDC @ 600mA, +12VDC @ 250mA, -12VDC @ 250mA, 110VAC input, measures 2.5" x 3" x 4.75", generous 4' AC input cord, 5-pin DIN output cord, **HSC# 15137 $14.95**

E) Same as "D" above, only 5VDC @ 500mA, +12VDC @ 1A **HSC# 15139 $9.95**

Network Cable Special

- Dual Workstation Installation Kit
- Two high-quality 10' RG-58 coax BNC cables
- Two BNC tee's
- Two BNC 50Ω terminators
- One BNC coupler
- Enough to cable two Thin-net workstations to the wall-plate distribution point

HSC# 14967 **$9.95**

Digital Multimeter Deal!

- Low-cost Digital Multimeter with High-end Features!
- 3.5 Digit, case measures 2.75" x 5" x 1"
- DCV to 1KV, ACV to 750
- DC Current to 10A, Ohms to 2 Meg
- Diode, Transistor check with hFE
- Test Leads, 9V Battery included.
- Brand New, 90-day warranty

HSC# 80370 **$19.95**

SCSI Controller times two!

- Adaptec 1542A 16-bit ISA Bus SCSI & Floppy Controller
- 5MB/Sec Transfer Rate
- New OEM stock (no box) with book, 90-day warranty

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- DTC 3292 16-bit EISA Bus SCSI & Floppy Controller
- 64K Cache, 4-Floppy Support (1.44 & 2.88)
- New in box with manual, ASPI Software, 90-day warranty

HSC#15363 **$25.00**

Network Card Bargain!

- Racal Interlan-16-Bit Ethernet Cards
- High Quality Dual Interface, 10-Base-T or Coax
- Manual, Software, BNC tee included
- NE2100 Compatible, NI6510 Compatible
- Handy 5-pack contains 5 cards, 1 Manual and 2-disk software pack)
- *Summer Special -- New Lower Price!*

HSC# 15364 **$99.95 / 5pk.**

Serial Smartswitch

- Two computers can share one serial printer or plotter
- Automatically detects and switches to active line
- User-selectable Auto form-feed ensures each print job starts on new page
- Printer-ready light shows status at a glance
- X-on / X-off light show print job status
- External power supply, instructions included
- New in box, 90-day warranty

HSC# 15449 **$19.95**

Tektronix Test Equip.

- Previously-owned, tested Tektronix Scopes & Plug-ins
- In-stock items as of press time, call for current selection

Mainframes:		
7603	100MHz 3-bay	$195
7704A	200MHz 4-Bay	$325
7834	400MHz Storage 4-Bay	$800
7844	400MHz Dual Beam 4-bay	$695
Vertical Amplifier Plug-ins:		
7A13	150MHz Differential Comp.	$400
7A16A	225MHz 5mV-5V Single Trace	$100
7A24	350MHz 5mV-1V Dual Trace	$400
7A26	200MHz 5mV-5V Dual Trace	$175
7A29	1GHz 10mV-1V Single Trace	$625
Timebase Plug-ins:		
7B10	2nS-.2S 1GHz Triggering	$325
7B15	2nS-.2S Delaying, Delta-T	$350
7B71	2nS-5S Delaying, x1, x10	$125
7B85	1nS-5S Delaying, x1, x10	$250
7B92A	.5nS-.2S Dual, Delay	$300
Miscellaneous Plug-ins:		
7D11	100nS-1S Digital Delay	$195
7D13A	3.5 Digit DMM, CRT R/O	$125
7D15	225MHz Universal Counter, R/O	$275
7T11	0pS-5mS Sampling Sweep Unit	$750

CD/ROM Specials!

- Tested Good CD/ROM Drives removed from systems
- 90-Day Warranty ◆ 2x and 3x Speeds available
- NEC Drives are standard SCSI 50-pin interface
- Phillips drives are proprietary 16-pin interface

Phillips CM-206 2X-Drive	**HSC#15366**	**$49.95**
NEC CDR-55JD 2X-Drive	**HSC# 15386**	**$99.00**
NEC CDR-510 3X-Drive	**HSC# 15327**	**$139.95**

Computer Case Close-out!

- Mini Tower Case (no power supply) 16.25" x 6.75" x 13.25"
- Hardware kit, stand, One 5.25" bay, two 3.5" bays

-or-

- Baby-AT style Desktop Case, 16.5" x 17" x 6.75"
- Hardware kit, 200W Power Supply, three 5.25 bays, two 3.5" bays. Both cases are new with 90 day warranty.

Mini-Tower Case	**HSC# 15356**	**$19.95**
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386 Motherboard, CPU's

- "Baby AT" Size 386DX-33 Motherboard, no CPU
- 64K Cache included, SIMM Sockets for 8 modules
- On-board SIO, PIO ports, with Cables
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HSC# 15359	**386DX Motherboard**	**$24.95**
HSC# 15375	**386DX-25 CPU w/ 50MHz Osc.**	**$19.95**
HSC# 80357	**386DX-33 CPU (Limited Avail.)**	**$29.95**

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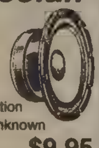

- 40W Max, 20W RMS Woofer, 4Ω
- 5.5" dia. mounting, 1.7 lb. overall weight
- Black Injection-molded Graphite Cone
- Foam Suspension, Plastic Trim Ring
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- High Resolution in a small package
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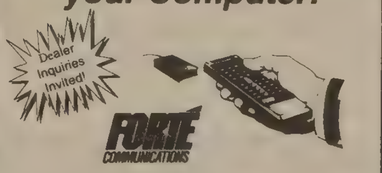
- New in box with software, 90-day warranty

HSC# 15433 **$19.95**

Remote Control for your Computer!



- Infrared Remote operates your computer from 50 feet
- Perfect for sales presentations, training, demonstrations
- Serial Interface (IBM version) or ADB (Mac version)
- Handheld remote is 7" x 2.5" x .5"
- Included software provides screen pointer for emphasis
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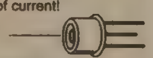

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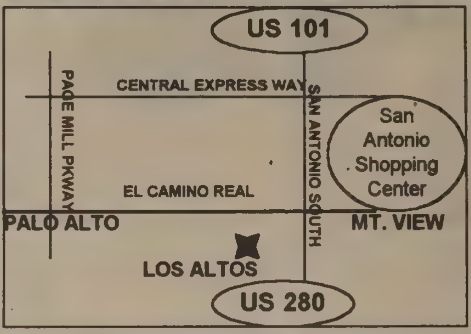

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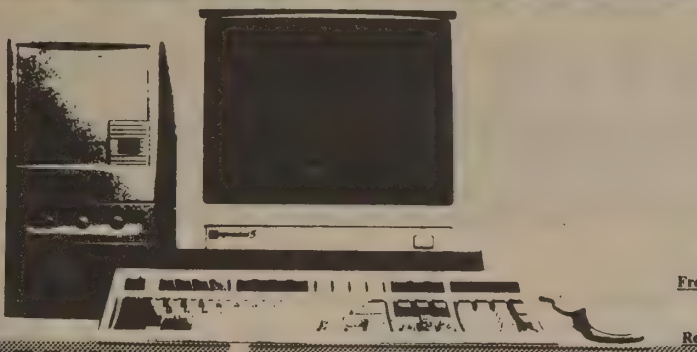

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- Mini-Tower Case w/230W Power Supply
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- Quad Speed CD-ROM Drive
- 16-Bit Sound Card w/CD Interface
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-The San Diego Zoo
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- 101 Keyboard
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- 2-PCI EIDE Controller & Floppy Controller
- 2-16550 Serial & 1-EPP/ECP Parallel Port
- Diamond Stealth 64 PCI w/2MB DRAM
- 17" SVGA Color Monitor .28, 1280x1024, NI
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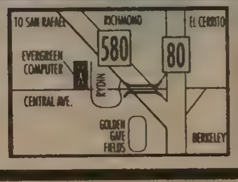

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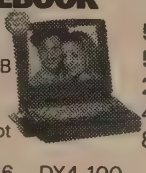

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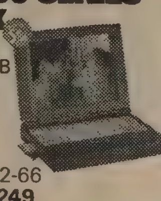

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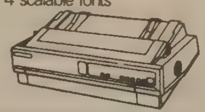

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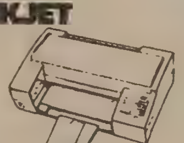

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Midstream Changes At Women's Wire

Another Cautionary Tale For Startups

By Cynthia Dyer-Bennet

These days, Nancy Rhine, cofounder of Women's Wire, builder of intentional communities, believer in the many-to-many model of cyberspace information distribution, is being courted by a multitude of online systems. But Rhine is biding her time.

So why is she suddenly so in demand? Because as of May 15, her business relationship with Women's Wire abruptly ended. The woman who cofounded an online community that approximately fifteen hundred women call their cyberhome was suddenly no longer part of the management team.

The reasons behind Rhine's departure are shrouded in silence. Legal agreements between the various parties prohibit disclosure of the details. Why Rhine left and what the settlement was is unknown; none of the principals are at liberty to discuss it.

One thing is well known, however. Rhine's exit from Women's Wire came not long after venture capital was brought in to bolster the finances of the company and a major reorganization of the management structure was imposed.

Origins Of Women's Wire

Rhine's experience of community building began at age twenty, when she moved to Tennessee to join The Farm, which she describes as "an experiment in intentional community." The Farm was big on community involvement, both locally and globally, and Rhine was involved in projects ranging from safety training to midwifery.

Eventually moving to Marin County with her family, Rhine opened her own consulting firm and, in 1989, became the first customer support person hired by The WELL.

"Immediately I began to recognize the power of this communication tool," she recalls. "I wound up being the customer support manager. Then I graduated to special projects manager. I completely redid the user's manual; I hired writers; I created marketing campaigns."

Rhine's experience on The WELL reawakened her interest in community building. She viewed the medium as a global communications tool, and began building up the overseas clientele. "I doubled the international customer base," she says proudly.

In the fall of 1992, she was approached by WELL subscriber Ellen Pack, a woman who had recently immersed herself in online culture through her simultaneous participation on the WELL, AOL, and Prodigy. The two of them worked together for a year, eventually devising an online service dedicated to bringing women into the online world.

"Basically, my vision was to introduce more women to the benefits of telecommunications, to build the best women-focused service I could come up with," says Rhine, adding that she saw its potential as "a global online clearinghouse of information of particular interest to women."

This information clearinghouse cracked its doors in October of 1993 to a group of less than five hundred founding subscribers who helped with the final shake down for bugs and glitches. Women's Wire, as the system was named, officially held its public grand opening in January of 1994.

Pack and Rhine divvied up the labor at Women's Wire. Pack was in charge of handling the behind-the-scenes business end of Women's Wire. Rhine dealt with the "wet"

continued on page 325

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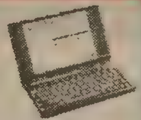

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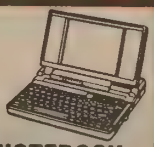

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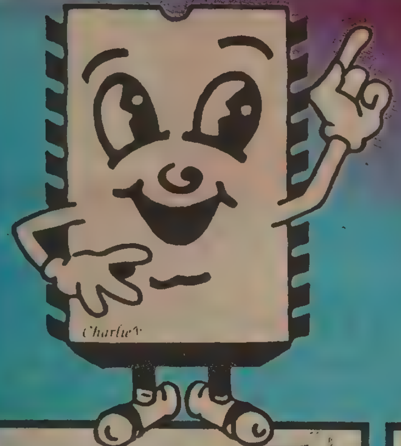

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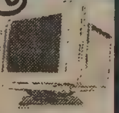

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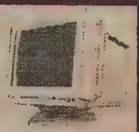

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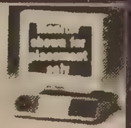

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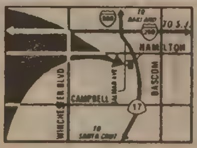

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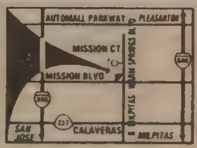

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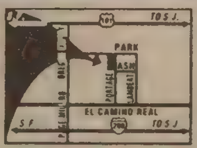

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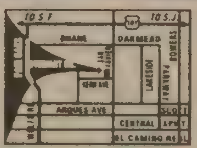

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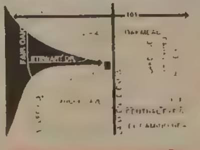

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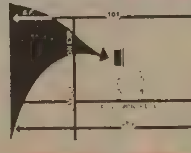

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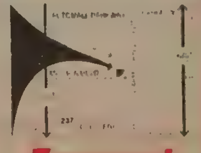

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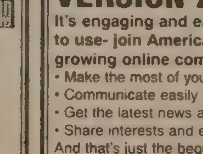

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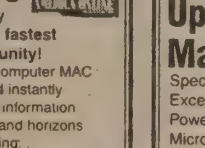

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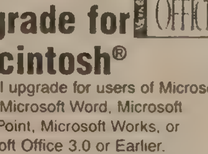

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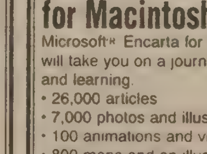

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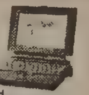

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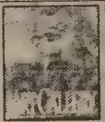

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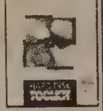

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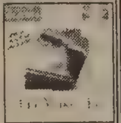

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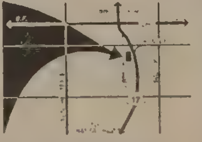

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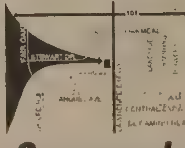

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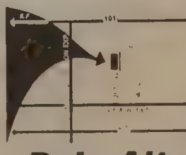

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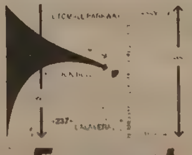

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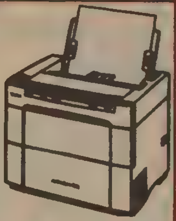

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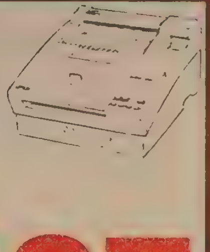

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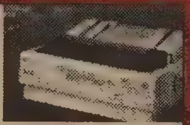

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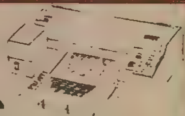

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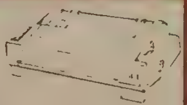

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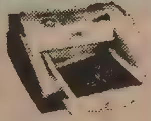

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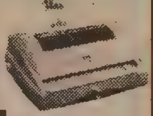

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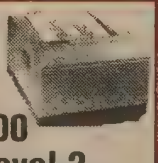

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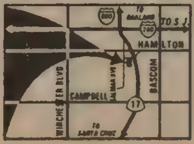
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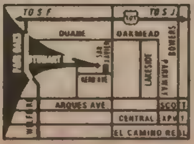
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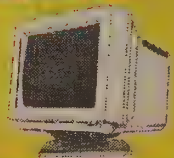

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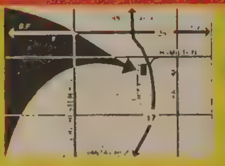

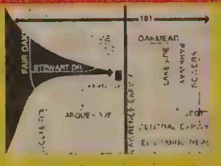

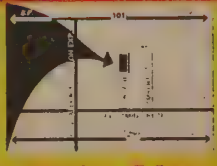

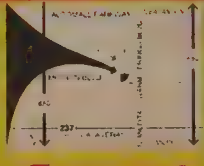

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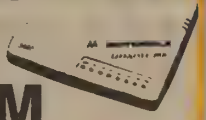

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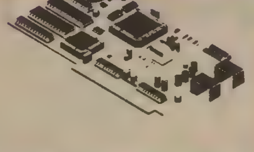

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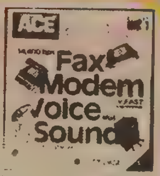

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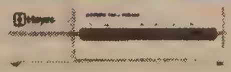

- Free SmartCom Data and Fax Software
- Group 3 Fax
- V.42, V.42bis, MNP 2-5
- Cables included

08-01174
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14,400 BAUD INTERNAL FAX/MODEM

Fax
Modem
BOARD

GROUP 3 Compatible • 16550 UART
BITCOM and BITFAX S/W • Supports up to Com 7 and IRQ-9
5 Year Warranty
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SUPRA 144I PLUS EXPRESS 14,400 BPS INTERNAL FAX/MODEM

V.42,V.42bis, MNP 2-5 • 5-year limited warranty
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14,400 bps fax and data • Complete Windows package
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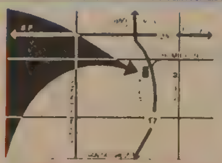

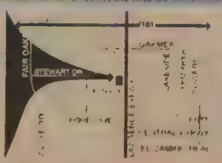

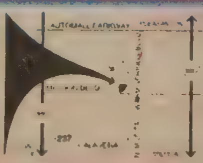

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Introducing the plug-in cartridge that turns a HP LaserJet printer into a plain paper receive FAX machine.

FaxMe turns your HP printer into a receive only fax machine. It is compatible with all Group III fax machines and will receive at 9,600, 4,800, or 2400 BPS. FaxMe runs without software and without a computer.
Lifetime Warranty.
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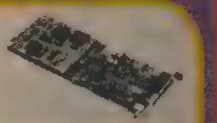
The Intelligent Choice in Data Communications



- USRobotics quality matched with Rockwell chips
- New WinRPI software based V.42 and V.42BIS data compression
- Universally compatible with all standards of ITU-T (formally CCITT) Up to V.32 BIS
- Supports the AT command set

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- Supports up to Com 1-4 and IRQ-3,4,5
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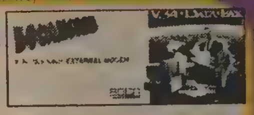

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BOCAMODEM V.34 28,800 bps Internal Fax/Modem

V.34 DATA FAX
BOCA

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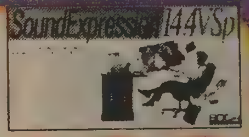

Transform your ordinary PC into a powerful multimedia/communications workstation

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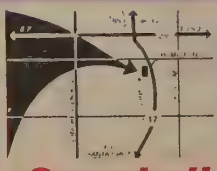

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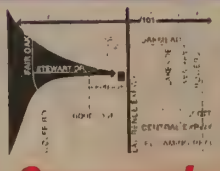

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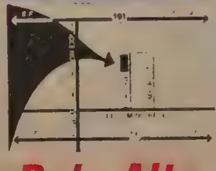

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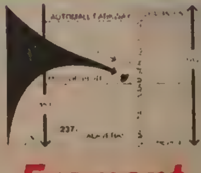

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1024 X 768

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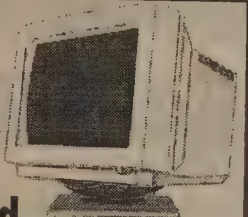

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1 Year Warranty • Remanufactured To Original Factory Specifications
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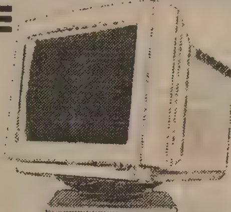

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- .39 Dot Pitch
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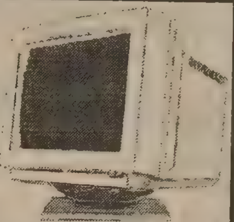
NEC

XV15 Multisync



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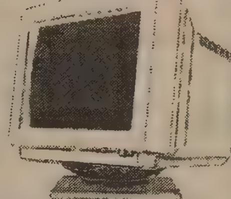

Non-Interlaced

1280 x 1024

15" SUPER VGA MONITOR

Non-Interlaced • .28 dpi • Flat Screen
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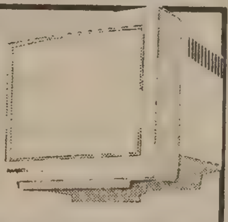
$395

NANAO

Non-Interlaced



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Non-Interlaced
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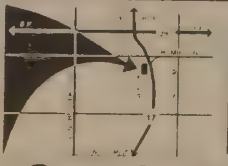

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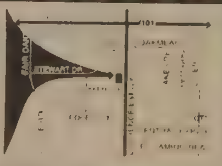

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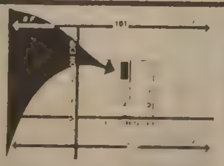

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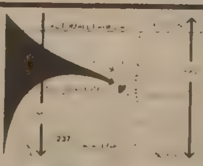

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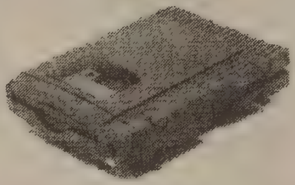

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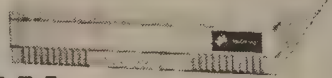

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MODEL 340
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- Redline! Disk Utilities
- Stackable
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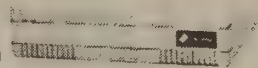

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External, removeable Syquest hard drive with one 200MB Cartridge and cables

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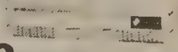

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2.0 Gigabyte QIC External Tape Back-Up for Macintosh®

- Easy to set up and use
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230MB Magneto-Optical Rewriteable Disk Drive for Macintosh®

- 230MB total formatted capacity
- Average Seek Time: 30ms typ
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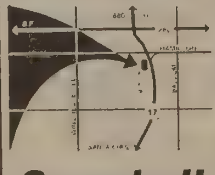

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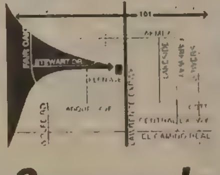

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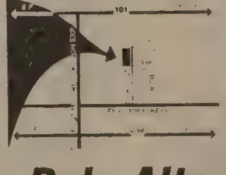

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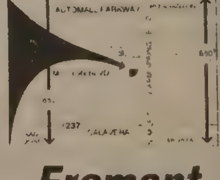

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3.5 X 1.6 • 7200RPM
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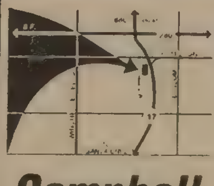

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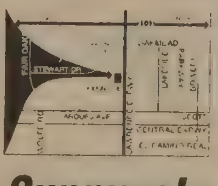

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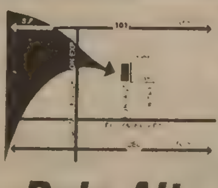

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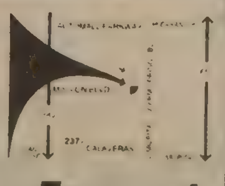

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- IDE Interface
- 3600 RPM

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- 3.5" x 1" ht.
- 12MSec Seek Time
- 256K Buffer
- 3600 RPM

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- 3.5" X 1"HT.
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- 32K Buffer
- 3551 RPM

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- 14msec Seek Time
- 128K Buffer
- 3600 RPM

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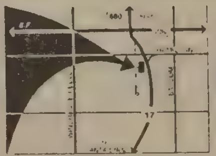

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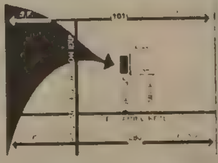

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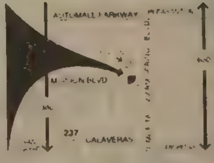

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850MB ENHANCED IDE HARD DRIVE

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- 14ms Seek Time
- 64K Buffer
- 3600 RPM

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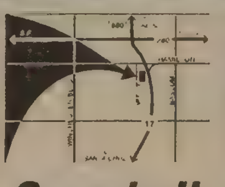

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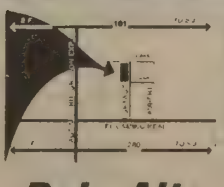

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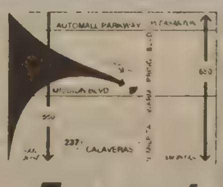

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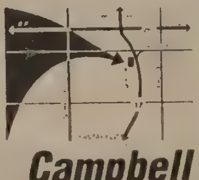

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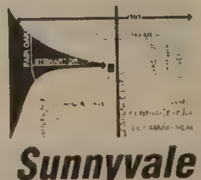

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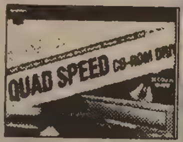

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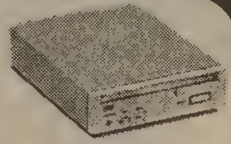

Internal 6-Speed CD-ROM Drive
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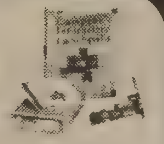

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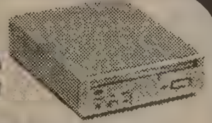

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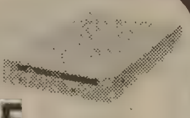

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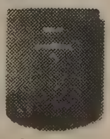

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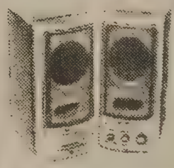

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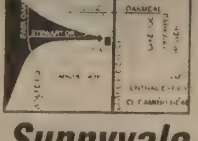

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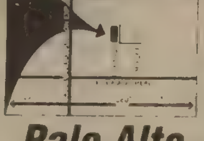

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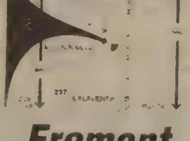

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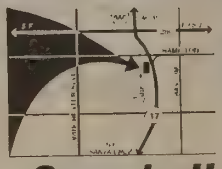

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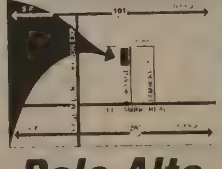

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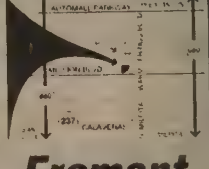

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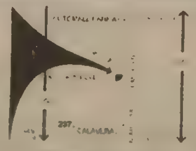

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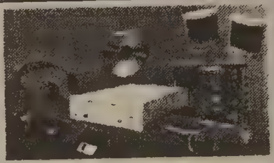

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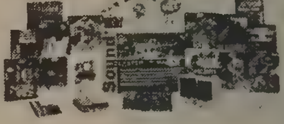

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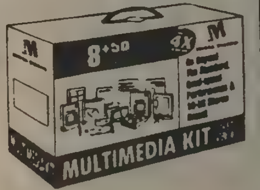
MULTIMEDIA KIT



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16 BIT MULTIMEDIA UPGRADE KIT
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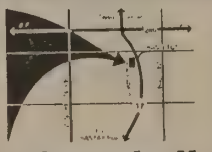

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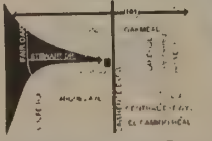

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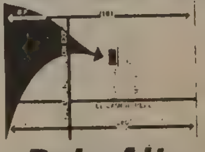

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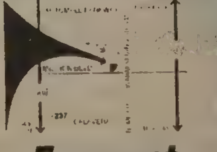

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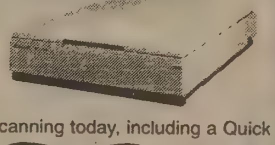

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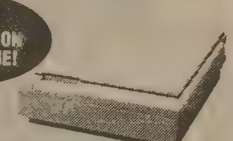

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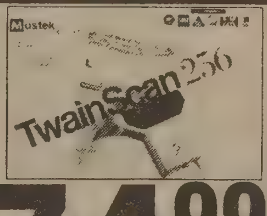

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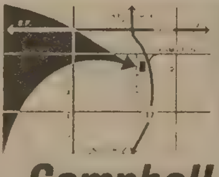

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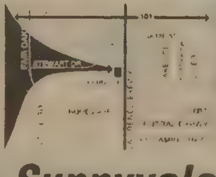

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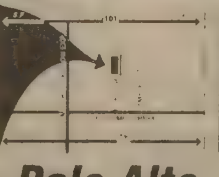

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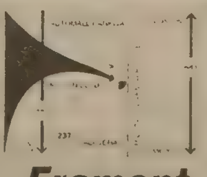

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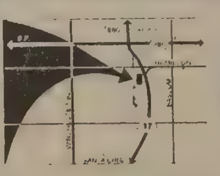

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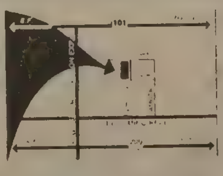

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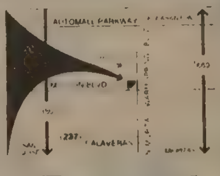

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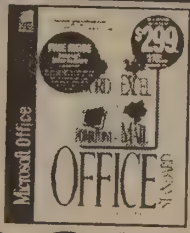

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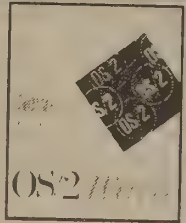

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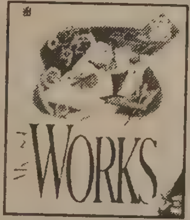

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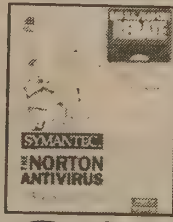

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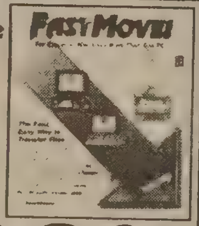

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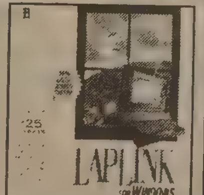

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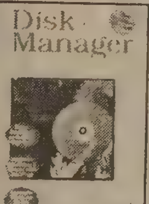

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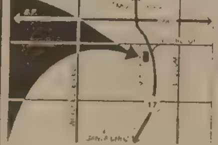

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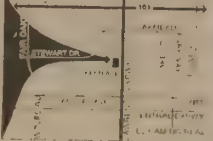

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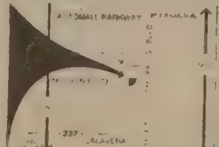

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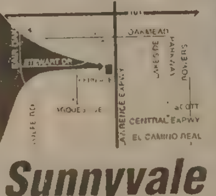

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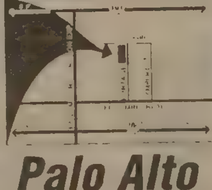

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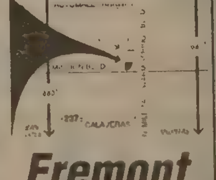

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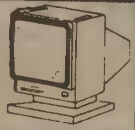
GLARE FILTER FOR 14" MONITORS



- Reduces eye strain when working under florescent lighting
- Enhances screen sharpness and contrast

$4.99

#1620212

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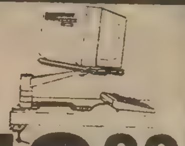
A Rubbermaid Company

Monitor Arm



Supports up to a 40lbs monitor, provides range of motion and frees desk space.

$79.99

#106933

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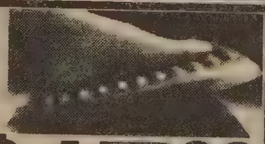
Comfort Tread Footrest

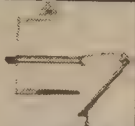


Our Comfort Tread Footrest is indispensable for providing welcome support for your lower limbs! Easy hands-free tilting lets you position the footrest at an angle best for you. And, if you slip your shoes off, our ingenious tread bumps will massage tired tootsies!

$17.99

#1716803

CopyFlex Copy Holder



- Clamps to any surface with 1 7/8" overhang
- Fully adjustable for viewing comfort

SRW

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#1760204

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CARD SCAN PLUS

- Automatically Scans, Reads, and Files Business Cards with No Typing
- Scan directly into ACT! or other contact managers.

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#2001410

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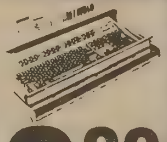
KEYBOARD STORAGE DRAWER

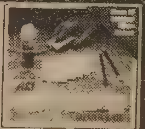


Drawer tucks away when keyboard's not in use, elevates the monitor to reduce neck strain, plus padded wrist rest doubles as storage compartment.

$29.99

#1543656

MOUSE DOCTOR CLEANING KIT



Includes wipes, swabs and dust doctor comes of to clean your mouse and get it tracking like new.

ACI
American Covers Inc.

$7.99

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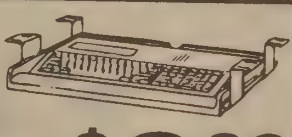
LOST FOR SPACE?

UNDERDESK KEYBOARD DRAWER



Space saving way to hold keyboard securely under the desk or counter.

$9.99

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MULTISHARE

The most flexible and advanced modular printer sharing system. It enables up to 24 PCs to share up to 8 printers over a distance of 1,200 feet, via telephone wire. Data transfer rate of 180K bps. Collision Avoidance Technology.

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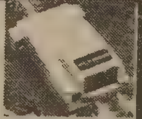
MULTISHARE TRANSMITTER FOR PC



- Expands to 24 PCs
- Shares up to 8 Printers
- Extends up to 1,200 ft.
- Uses inexpensive phone wire
- Concurrent Printing among Users
- Hardware or Software Printer Selection

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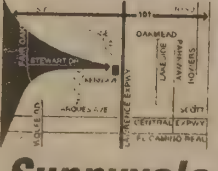

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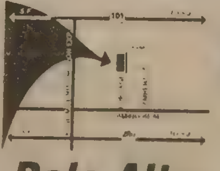

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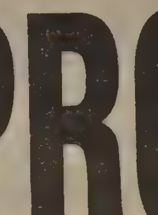

BACK UPS 600

- 600 VA Backup Power Supply
- Self test switch
- Alarm test switch
- Built in surge protector
- Power Supply • 4 Outlet
- EMI/RFI filtering
- 10 Minutes Back-Up At 600VA

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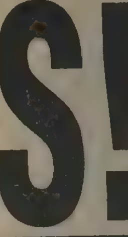
BACK UPS 250
UNINTERUPTABLE POWER SUPPLY



Modified Sine wave output safer for all equipment types than square wave

- 250 Volt/AMP Backup Power Supply
- 2 Outlet
- EMI/RFI filtering
- 10 Minutes Back-Up at 250VA

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WITH FAX/MODEM PROTECTION

- Lighted LED indicators
- 420 joules dissipation
- EMI/RFI noise protection
- $5000 equipment guarantee

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Computer Products

POWER CENTER WITH FAX MODEM PROTECTION

- 5-outlet surge protector
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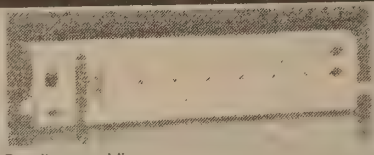

SUPER SURGE ALERT SURGE SUPPRESSOR

Protect your sensitive equipment from devastating AC spikes and line noise. The super surge protection is so effective, we insure your connected equipment against surge damage, even direct lightning strikes, for life! 6 outlets and 6' cord.
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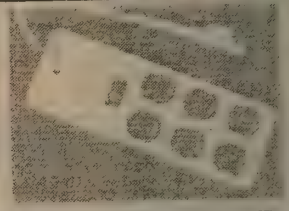

6-OUTLET SURGE PROTECTOR

- 420 Joules

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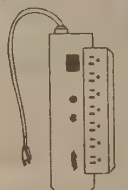

7-OUTLET SURGE ARREST

- 240 Joules Dissipation
- Site fault wiring indicator
- Reduce Intermittent Lock Ups and Parity Errors With EMI/RFI Filtering

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- Suppresses Surges up to 120 Joules
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- PlatinumColor
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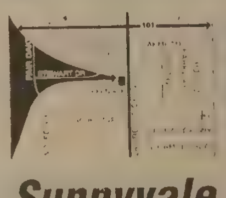

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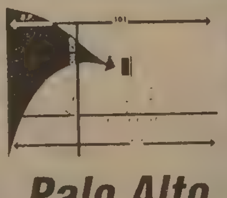

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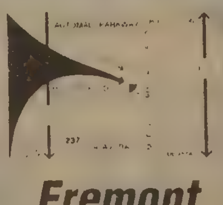

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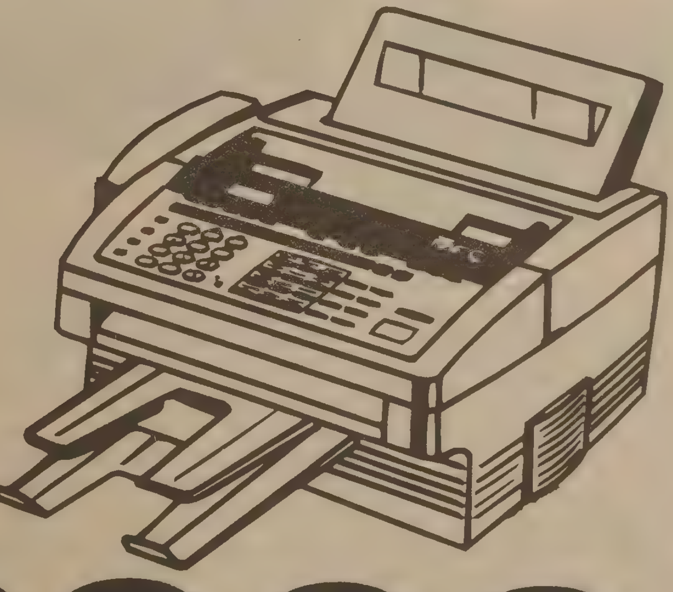
LASER MULTI-FUNCTION CENTER
MFC
FIVE IN ONE
FAX • PRINTER • COPIER • SCANNER • FAX MODEM

The Brother MFC-4500ML five-in-one multi-function center integrates five separate products into one compact desktop package! Fax features include 512K memory for 20 pages of document storage either for broadcasting or out-of-paper reception (upgradable to 70 pages/1.5MB), 200 sheet paper tray, 64 level grayscale, 124 number memory, and much more! As a printer for your computer this machine provides 300 x 300 dpi laser 6 page per minute output as well as 512K memory (expandable to 20MB), Optimized Windows driver, Intelliprint, 45 internal fonts, and Power save mode. Other features include multiple copying up to 99 copies with reproduction/enlargement capabilities, 200 x 400 dpi scanner with Windows PC and fax/modem. The ultimate fax machine for home or office is now available for just...



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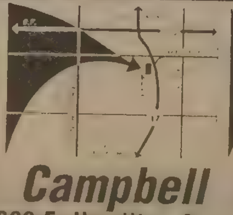

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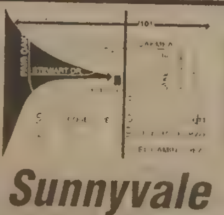

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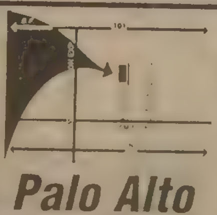

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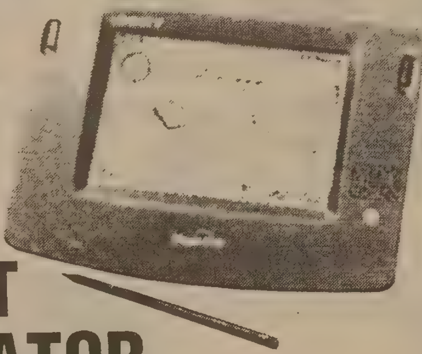


PERSONAL INTELLIGENT COMMUNICATOR

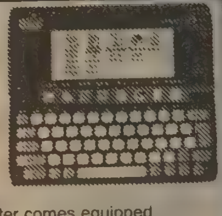
A revolutionary concept in electronics which integrates the most useful features of personal computers, telephones and pagers in a handheld, portable unit. By incorporating Magic Cap™ communicating applications platform and Telescript™ technology, the Magic Link™Communicator represents a leap forward in the use of technology to enhance your lifestyle. Features include integrated Fax/Data Modem built-in mic/speaker, Pocket Quicken, PenCell Spreadsheet, Spell Finder, Datebook, Notebook, Calculator, File Cabinet, mind game software, and much more. Magic Link™ will also facilitate various modes of communication including Phone, E-mail, Fax, Pager and Infrared, as well as supporting AT&T PersonaLink℠ Services and America Online service.

$599

Model PIC-1000
#1959305

PALMTOP COMPUTERS

PSION SERIES 3



POCKET SIZED 512K COMPUTER

WITH BUILT-IN SPREADSHEETS

Psion has redefined the state of the art in hand held computers with the new Series 3. It may be small, but this pocket-sized programmable computer comes equipped with features found in desktop machines plus powerful built-in software, including a full specification word processor and outliner that's compatible with Microsoft word. When using the Series 3 you will quickly learn from the system of graphic displays and option list how easy the Series 3 is to use. And with Psion's unique Multitasking Operating System, as many of the facilities as you want can be used at the same time! Other features include an automatic phone dialer,world information, a time and personal management file, powerful graphics programming language (OPL/w) which will enable you to write your own applications and two expansion ports for plug in SSD devices for unlimited memory and software.

$399

Model SERIES 3A
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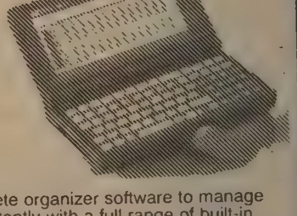

1MB PALMTOP COMPUTER

WITH 80x25 FULL SCREEN
MS-DOS 5.0 & BUILT-IN POCKET QUICKEN

The smallest, lightest HP PC ever comes equipped with complete organizer software to manage your time, tasks and data, plus you can retrieve information instantly with a full range of built-in personal productivity tools. The pull-down menus and dialogue boxes make it simple to master the familiar commands, and the high-resolution display with zoom option is easy to read ! With Lotus 1-2-3 built-in you will have full spreadsheet capability, including graphics and macros. Also includes CC:Mail built-in. Now only...

$498.99

Model HP-200LX
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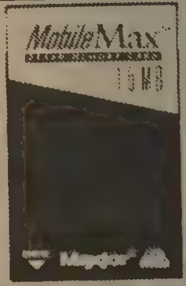
PCMCIA 1.5MB FLASH MEMORY CARD



For HP Palmtops
Maxtor 1.5MB

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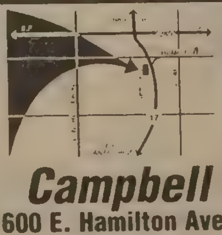

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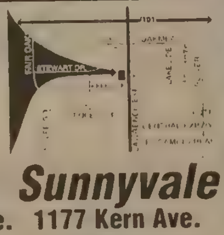

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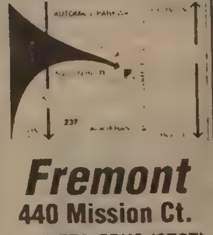

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ANSWERING MACHINE

Answering System with Auto-Logic Operation, Tone Remote Control, Digital Display, Message Memo Recording and remote turn on. Auto-Logic Operation automatically rewinds, plays messages, stops at the last message and resets itself at the touch of one button.

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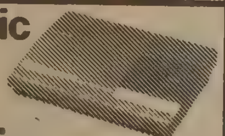
Model KX-T1000
#1498194

Panasonic



DUAL MICRO CASSETTE ANSWERING SYSTEM

WITH VOICE TIME/DAY STAMP

Panasonic's new dual micro cassette answering system offers an LCD Call Counter, marker message, room monitor, auto disconnect, electronic auto disconnect, electronic volume control, audible message alert, and much more for only...

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#2043285

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TWO LINE ANSWERING MACHINE

WITH VOICE TIME/DAY STAMP

Perfect for the home or office, this Panasonic two line answering machine offers voice time/day stamp, voice prompts, 2 variable greeting messages, room monitoring, message alert, call screening, auto interrupt, toll saver, and more. Now just...

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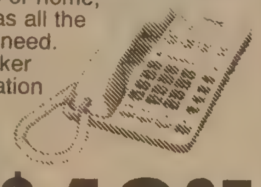
SPEAKERPHONE

For the office or home, this phone has all the features you need. It has a speaker phone, 28 station automatic dialer, automatic redial and much more.



$49 95

Model KX-T2315
#1530100

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TWO LINE SPEAKERPHONE

A perfect compliment to your home or office, this two-line speakerphone comes equipped with 3-way conference-ncing, 20 number programmability, seperate ring switches for each line, and a local mode function. Now only...

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Model KX-T3120
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TWO LINE SPEAKERPHONE

WITH LCD DISPLAY

From Panasonic comes this fully featured 2-line speakerphone with LCD display, 3-way conference call, volume control for speaker and handset, 24-station one-touch dialer, auto redial, flash, separate ringer tone, line status indicator, memo dial, and save redial, all for only...

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Model KX-T3175
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900MHz CORDLESS PHONE

Panasonic

30 CHANNEL PALM-SIZED EXTENDED RANGE 900MHz CORDLESS PHONE

This Panasonic 900MHz cordless phone features a unique palm-sized design with lighted keypad, 30 channel access, high gain rubber antenna, reversible handset, sound charger, noise reduction technology, and more, all for just....

Model KX-T9500
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PLAIN PAPER FAX MACHINE

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PLAIN PAPER FAX MACHINE

WITH 20 PAGE MEMORY

The ultimate plain paper fax from Panasonic features a jumbo LCD display, 70 page paper cassette, adjustable letter /legal tray, 32 level halftones, polling, activity reporting, 20 page document feeder, broadcasting to 128 locations, fax transfer, enlargement and reduction copier functions, fax/tel switch, 28-station one-touch dialer, 100-station speed dialer, telephone directory with alpha-search, and much more! Now just.....

Model KX-F3000
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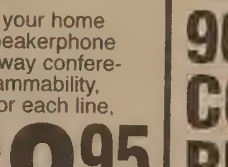

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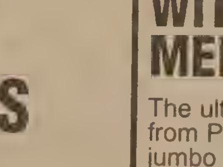

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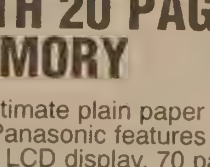

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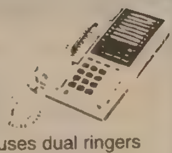

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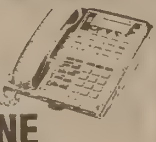

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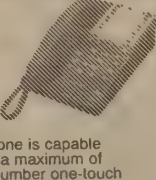

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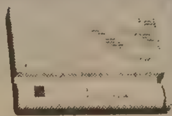

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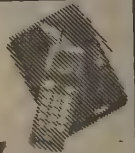

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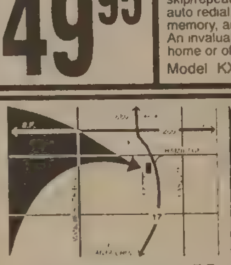

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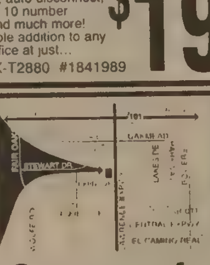

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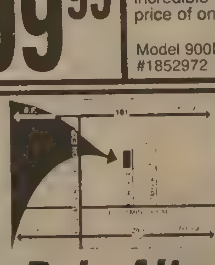

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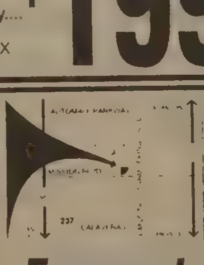

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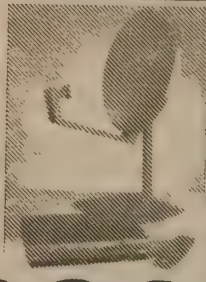

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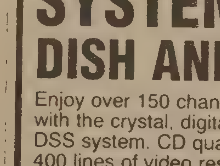

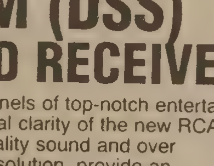

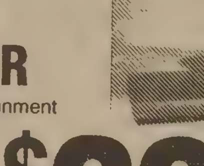

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Windows 95

The Ongoing Saga Continues

Many Improvements, Still A Few Problems

By Woody Liswood

Summer is upon us and I now have build 474 of Windows 95. From my perspective most of the early problems have been solved.

Plug-and-Play seems to be working, although it still might cause consternation among some folks. Earlier, with plug-and-play cards and BIOS my computer would hang once or twice during installation. I now get an error-free installation—with everything but my scanner recognized by Win 95. Fortunately, the scanner works with the older drivers. So, I've got a working system.

There continues to be problems with older VGA cards. For example, Win 95 plug-and-play does recognize my older ISA-bus Trident chipset board. However, backup programs would not work correctly, claiming that I had a video and/or a DMA conflict. Changing to a more modern board, in this case a Hercules Terminator graphic accelerator, solved the conflict problem.

Interestingly, this beta version appears to be more stable than Windows for Workgroups 3.11. With Windows for Workgroups I still get an occasional GPF, while I no longer have that problem under Win 95.

> Interestingly, this beta version appears to be more stable than Windows for Workgroups 3.11.

Some compatibility problems are still lurking around and I suspect that all of my regular software will be rereleased with Win 95 compatibility. For example, the Avery Personal Label Printer program works all right except that it does not, currently, rewrite the screen properly under Win 95. Also, Lotus Organizer occasionally crashes. Everything else, all 530MB of software which I keep active on my main system, appears to be working correctly.

As a general test to see how well Win 95 was working at this point, I launched WordPerfect Office, Microsoft Office, and Lotus SmartSuite. All of these massive integrated programs appear to be working.

On the other hand, I still have a problem with Win 95's backup applet. For one thing it does not support SCSI tape drives. A backup takes more than one and a half hours for my 530MB of data rather than the twenty-two or so minutes it takes using the Connors SCSI drive. Plus, if I put in a tape that already has information on it the backup crashes. If I first erase the tape or set it as unused, then there are no problems. I assume that this will be fixed by the final release.

From a user standpoint, though, I do not spend much time worrying about the Microsoft backup program. It does not come with a DOS-based disk backup restore program. If your hard drive were to crash, as mine does from time to time, or you buy a new drive and want to do a full backup of your old disk then restore to your new drive, you are just plain out of luck—you must first load Win 95, then do a restore.

The current beta Win 95 CD-ROM includes movie clips, music videos, and an interesting game. I don't know if they will be on the final release, but I hope so. There is a music video with excerpts from *Vampire*, starring Tom Cruise, that helps illustrate the point that movies play nicely under Win 95 running on my Plextor 4x CD-ROM and an older 16-bit Aztech sound card.

The new Microsoft Network is operational under this beta. From what I have seen, I'm not sure I will like it any more than other services such as America Online.

Well, that is it for now. The next installment in this series will begin to look at Windows 95-compatible programs. ■

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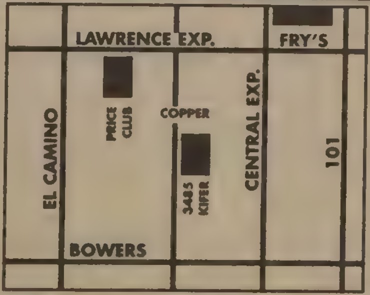

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BMUG • By David Morgenstern

The New Macs: An Inside Look

This month we will take a look-see at the latest-and-greatest Macintosh, flavors of the 9500 series, code-named Tsunami. Some BMUGers are interested in the exact hardware specifications, while others want to know the ins and outs of software compatibility. But everyone wants to have the scoop on the secret tricks in the new machines so they can impress their coworkers or the salesperson at the computer counter. We've got them!

We also have our regular spread of tips, news from around the Net, and a byte of shareware. Onward!

The PCI Generation

For a brief moment this summer, I had Tsunami confused with Kamikaze. It wasn't a good feeling, since the former is the term for a great undersea earthquake that generates a tidal wave, while the latter is the "divine wind" that sank a Chinese invasion fleet off the coast of Japan a thousand years or so ago. Tsunami, the real code-name, fits better.

Tsunami signals the beginning of a wave of machines and software that will soon wash away much of the past ten years of Macintosh and replace it with a more powerful and capable base platform. Later this summer, the siblings of the 9500 are expected to make an entrance and fill out the product line with a new Mac architecture.

From the outside, the 9500 has the familiar and amusing look-and-feel of Espresso, Apple's industrial-design language, which is filled with surface curves, textures, and bulges. The new machine is a bit taller than older models, but it looks much the same as the recent tower Macs. The Tsunami desktop software is primarily an improved flavor of the steadfast System 7.

The two 9500 models are six-slot PCI machines running faster flavors of the PowerPC processor. Each comes with 16MB of RAM using a new style of RAM called DIMMs (dual in-line memory modules), instead of the SIMMs (single in-line memory modules) used on previous Macs. Each sports a quadruple-speed CD-ROM drive.

The 9500/120 version costs $4999 and comes with a 1GB hard drive and display card installed. The other, the $5799 9500/132, has a 2GB drive, but it forces users to buy their own third-party display card.

Paradigm Shift

So what's the big deal? It's faster and bigger and better. We hear the same story from Apple year in and year out.

Everyone knows that a radical change came to the Mac family last year with the introduction of the Power Macs. These machines use reduced instruction set (RISC) processors instead of the CISC-based 680x0 chips. But with the Power Mac intro, unlike most of its previous major CPU introductions, Apple didn't simply spin on a dime and slam a totally new hardware and software platform in the faces of all the millions of loyal Mac users.

BMUGers with long memories can remember the introduction of the first Macintosh, which was incompatible with the Lisa (who?) and Apple II computers (and the IBM PC, too). Look back at the 1987 release of the Mac II family and even the SE, which were very different from previous models and had many incompatibilities. The Power Mac transition was very different from the past.

The first Power Macs, the 6100, 7100, and 8100 machines, were designed to ease the move from the long-standing Mac-II/Quadra-style hardware architecture to a new platform. They also continued to use the time-honored NuBus expansion slots and original SCSI. The trio were essentially Quadras with an oddball chip.

The new machines also kept the faith with the software programs that people used, via an amazing software emulator that could run old-fashioned 680x0-style programs. The outmoded software could not take advantage of the faster and more powerful PowerPC 601 chip, but it could run, which was a tremendous feat of software engineering.

Live Long And Prosper!

But not everything was rosy. The 9500 (and the other machines that Apple won't talk about) address "longevity." This refers to the hardware product life cycle, or more importantly to users, the shortness of recent Mac life cycles.

It has seemed that when you buy a machine one day, the very next day the whole kit and caboodle becomes obsolete. Even worse, there were often special slots inside machines that ended up only being used once, BMUG's Choice for Macintosh Specialty Store   Celebrating Our 10th Year

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giving vendors pause when designing cards for the machines. Users have grown frustrated and angry with the constantly falling prices of models, the increasing rate of product introductions, and the swift drop in the value of their computers.

Apple says that the 9500 will improve this situation via a new processor upgrade design and a new bus, PCI (peripheral component interconnect). A bus is the computer term for a data path, or the way the computer sends data to different places on the motherboard. A bus often winds up in an interface, or a standard way to plug in hardware-based cards and add-ons to the system.

The older NuBus slots used on previous Macs were great for their time. NuBus was reasonably fast, but more importantly, it automatically configured itself and did not require fiddling around with DIP switches or settings. Unfortunately, it was almost exclusively used by Apple and not on other popular PC platforms.

PCI is not familiar to most Mac users. It is a high-speed bus invented several years ago by, of all companies, Intel. Unlike NuBus, PCI is used by many different segments of the computer industry, from desktop machines to workstations. PCI is a big switch for Apple, since they've tended to push technologies invented in-house.

The PCI bus has a 132MB per second maximum throughput, about three times that of NuBus! Apple said its bus can hit 96MB per second, which is really excellent performance. Also nice is that the 9500's PCI slots use a new cross-platform technology called Open Firmware to provide similar auto-configuration capabilities found in NuBus.

An important feature for Mac users is that PCI has become an important standard for PC computers. Used on many clones as their only expansion bus, PCI can also be seen combined with other buses on the same machine—this is a common way for many PC clones to improve backwards compatibility. PCI will continue to be a major element of industry-wide machines for years to come, so Mac users will always find a competitive marketplace with plenty of cards offered by multiple vendors.

The other means by which Apple will improve the Mac's longevity is a new processor upgrade design implemented on the 9500 and other forthcoming models. Instead of using an additional processor slot for add-ons, they have the processor on its own daughtercard. When you want to upgrade to a faster flavor of PowerPC, you can easily pull out the board and pop in the new one. Getting to the motherboard may be a chore, but the actual upgrade will be a snap.

Even better, Apple is working with DayStar Digital Inc. on a standard scheme for multiprocessing daughtercards that are expected to ship in 1996. The daughtercards will have two or three PowerPC processors and really pick up the pace for applications that have to crunch data. Over time as prices fall, we will all want the extra power. OK, we want it now, for cheap. Right.

Play Your Cards Right...And Left

The speed and variety of PCI cards is only one part of the story. Better for users are the price tags; Mac users will get to piggyback on the high-volume shipments and production runs of PC-market cards, which lead to lower prices.

Vendors are offering cards for display and graphics acceleration. There are SCSI storage cards, networking cards, and some with PostScript raster image processors to drive a color copier. Of course there are 3-D video cards and scientific data capture cards. It's a full deck!

> Users have grown frustrated and angry with the constantly falling prices of models, the increasing rate of product introductions, and the swift drop in the value of their computers. **Apple says that the 9500 will improve this situation.**

All of the familiar faces from the Mac market have worked up PCI boards, such as ATTO Technology Inc., Farallon Computing Inc., FWB Inc., Radius Inc. and YARC Systems Corp. They will face off with new players coming over from the PC side of the fence. Companies such as Adaptec Inc., Diamond Multimedia Systems Inc., Distributed Processing Technology Corp., and QLogic Corp. Apple chose a display card from newcomer ATI Technologies Inc., a big vendor of PC graphics accelerators, to bundle with the 9500.

Users with older NuBus cards can use Second Wave Inc.'s special PCI adapter card to bridge the old and new buses. The old cards won't be able to take advantage of many of the cool hidden features that PCI on the Mac can offer developers and users, but it may help stretch the cost of some expensive, specialized NuBus cards.

As with any Mac introduction, some bugs and problems will inevitably crop up. So choosing a PCI Mac is not necessarily a no-brainer decision. New buyers of Macs will have some hard choices to make. Should they try something very new or stay with something Nu that's tried and true?

NuBus is not necessarily a bust—clone makers, such as Power Computing Corp., have great deals on NuBus Power Mac-compatibles. Apple is also reportedly ready to ship in July new flavors of Performa, including the all-in-one 5200CD.

So let's see—lots of inexpensive, powerful Macs to choose between. This is a terrible predicament! Not!

The BMUG Direction

Last month BMUG's board of directors hired Ann Wrixon to be our new executive director. Our director of many years, Steve Costa, last year became the administrator of IDG's Macworld Online.

Ann has fifteen years of experience under her belt in managing nonprofit, volunteer-supported organizations and was recently in charge of Media Alliance, a San Francisco-based service organization supporting free-lance journalists in the Bay Area (including computer training). Fred Swan, chair of the BMUG board of directors, says he is impressed with her commitment to providing and ensuring access to information for our members and the computing community at large—an integral part of BMUG's mission.

Ann says she plans to use her organizational and financial skills to help BMUG expand membership and services. "This an exciting time to join BMUG," she adds.

continued on page 239

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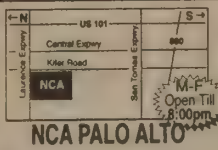

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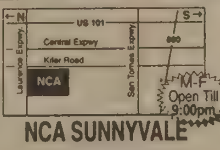

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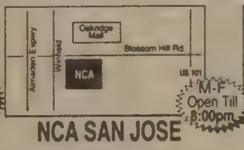

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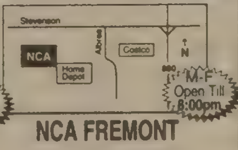

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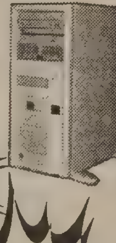

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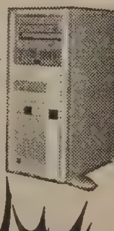

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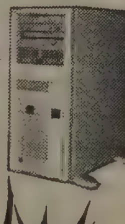

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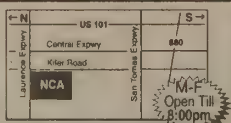

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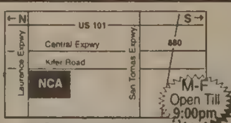

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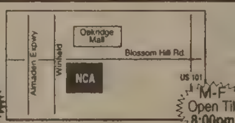

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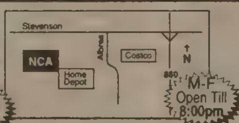

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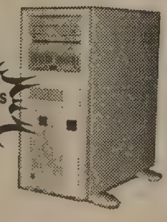

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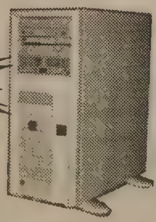

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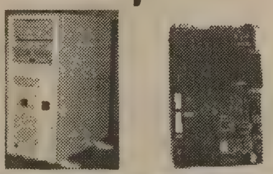

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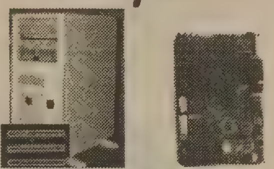

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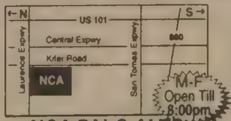

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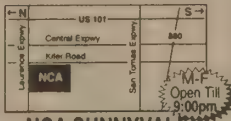

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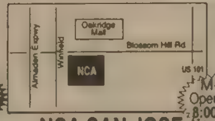

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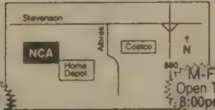

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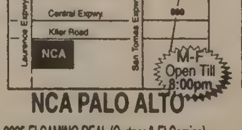
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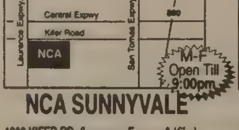
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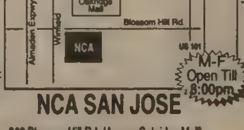
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1.0GB 3.5"x1" IDE

- 71050A
- 12ms
- 2 yr. warr.

$275.95

IDE

425MB IDE..... $149.95
7425AV, 14ms, 2Yr. Warr.

540MB IDE..... $174.95
7540AV, 12ms, 2 Yr. Warr.

850MB IDE..... $215.95
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1.2GB IDE $298.95
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730MB EIDE..... $199.95
10MS. WD2700, 3Yr. Warr.

1.0GB IDE........ $305.95
10MS. WD3100A, 3Yr. Warr.

1.2GB IDE........ $335.95
11MS. WD31200A, 128K Cache, 3Yr. Warr.

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- 7200RPM
- 8.5ms
- 5 yr. warr.

INTERNAL	EXTERNAL
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425MB IDE $149.95
14ms, CFS425A Low Profile 3.5"x1", 2yr. warr.

540MB IDE $159.95
14ms, CFS540A 64K Cache,2yr. warr.

850MB IDE $215.95
Fast, CFS850A Low Profile 3.5"x1", 2yr. warr.

1.2GB IDE................. $269.95
12ms, 64K, CFS1275A, 2yr. warr.

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- 5400 RPM
- <12ms, FH

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- 10.5ms
- 5400 RPM
- 5 yr. warr.

INTERNAL	EXTERNAL
$419.95	$529.95

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12ms, 2yr. warr.

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3.5"X1"
12ms, 2yr. warr.

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1.0GB IDE............. $329.95
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SCSI

	INTERNAL	EXTERNAL
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12ms, 256K Cache, 2yr. warr.

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	INTERNAL	EXTERNAL
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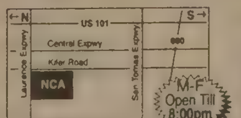

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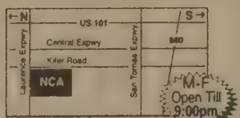

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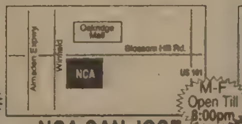

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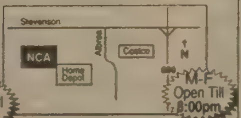

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- 8.5ms
- 7200 RPM
- 3.5"

$1119.95

External.......$1229.95

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CAPACITY	M/N	SEEK	SIZE	INTERNAL	EXTERNAL
540MB IDE	QM30540MVA	14ms	3.5"X1"	$178.95	N/A
540MB SCSI	QM30540MVS	14ms	3.5"X1"	$185.95	$295.95

LIGHTENING SERIES®

CAPACITY	M/N	SEEK	SIZE	INTERNAL	EXTERNAL
540MB IDE	QM30540LTA	11ms	3.5"X1"	$185.95	N/A
540MB SCSI	QM30540LTS	11ms	3.5"X1"	$189.95	$299.95
730MB IDE	QM30730LTA	11ms	3.5"X1"	$209.95	N/A
730MB SCSI	QM30730LTS	11ms	3.5"X1"	$238.95	$348.95

DAYTONA SERIES - 2.5"®

CAPACITY	M/N	SEEK	SIZE	INTERNAL	EXTERNAL
256MB IDE	QM20256DYA	12ms	2.5"	$247.95	N/A
341MB IDE	QM20341DYA	12ms	2.5"	$304.95	N/A
514MB IDE	QM20514DYA	12ms	2.5"	$414.95	N/A
256MB SCSI	QM20256DYS	12ms	2.5"	$249.95	$359.95
341MB SCSI	QM20341DYS	12ms	2.5"	$314.95	$424.95
514MB SCSI	QM20514DYS	12ms	2.5"	$429.95	$539.95

FIREBALL SERIES®

NEW!

CAPACITY	M/N	RPM	SEEK	SIZE	Internal	External
540MB FastATA-2	QM30540FBA	5400	12ms	3.5"X1"	$185.95	N/A
540MB FastSCSI-2	QM30540FBS	5400	11ms	3.5"X1"	$195.95	$305.95
1.0GB FastATA-2	QM31080FBA	5400	12ms	3.5"X1"	$275.95	N/A
1.0GB FastSCSI-2	QM31080FBS	5400	11ms	3.5"X1"	$395.95	$505.95

TRAILBLAZER SERIES®

NEW!

CAPACITY	M/N	RPM	SEEK	SIZE	Internal	External
420MB FastATA-2	QM30420TRA	4500	14ms	3.5"X1"	$155.95	N/A
420MB FastSCSI-2	QM30420TRS	4500	14ms	3.5"X1"	$178.95	$288.95
850MB FastATA-2	QM30850TRA	4500	14ms	3.5"X1"	$219.95	N/A
850MB FastSCSI-2	QM30850TRS	4500	14ms	3.5"X1"	$269.95	$379.95

ATLAS SERIES®

CAPACITY	M/N	RPM	SEEK	SIZE	Internal	External
2.1GB	XP32150S	7200	8.5ms	3.5"	$879.95	$989.95
4.2GB	XP34301GPS	7200	8.5ms	3.5"	$1119.95	$1229.95
4.3GB	XP34300S	7200	8.5ms	3.5"	$1529.95	$1639.95

CAPELLA SERIES®

CAPACITY	M/N	RPM	SEEK	SIZE	Internal	External
2.2GB	VP32210S	5400	8.5ms	3.5"	$799.95	$909.95

2 year warranty on all drives - 5 year on all over 1.0GB - 1 year on all 2.5"

▶ FACTORY NEW WITH FULL FACTORY WARRANTY

Seagate

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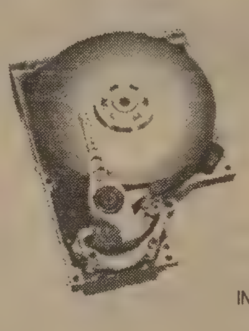
- 3.5", 8ms
- 7200RPM
- Fast SCSI-II
- 500,000MTBF
- 5 year warranty



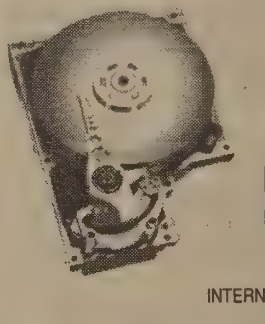
Lowest Price Guaranteed*

INTERNAL $995.95

External.. $1105.95

4.3GB SCSI-II

- ST15230N
- 3.5", 9ms
- 5400RPM
- Fast SCSI-II
- 500,000MTBF
- 5 year warranty



Lowest Price Guaranteed*

INTERNAL $1129.95

External...$1239.95

IDE

CAPACITY	M/N	CACHE	SEEK	SIZE	PRICE
540MB	ST3660A		12ms	3.5"X1"	$175.95
730MB	ST3780A	256K	FAST	3.5"X1"	$199.95
850MB	ST5850A	256K	11ms	3.5"X1"	$229.95
1.08GB	ST31220A	Enhanced IDE	12ms	3.5"X1"	$294.95

SCSI

CAPACITY	M/N	RPM	SEEK	SIZE	Internal	External
1.05GB	ST31230N		9ms	3.5"X1"	$507.95	$617.95
1.05GB	ST31230W		9ms	3.5"X1"	$629.95	$739.95
2.1GB	ST32430N		9ms	3.5"	$872.95	$982.95
2.1GB	ST32550N	7200	8ms	3.5"X1"	$995.95	$1105.95
4.3GB	ST15150N	7200	8ms	3.5"	$1419.95	$1529.95
4.3GB	ST15230N	5400	9ms	3.5"	$1129.95	$1239.95
9.0GB	ST410800N		10ms	5.25"	$2375.95	$2575.95

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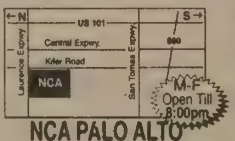

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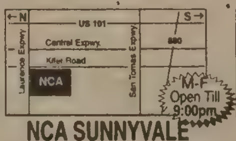

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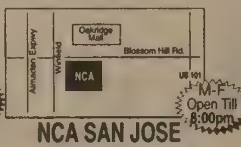

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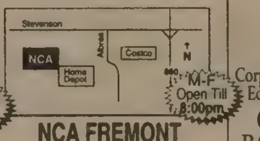

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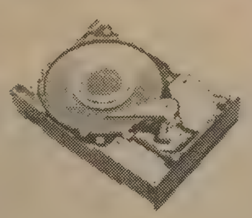
5 YEAR WARRANTY

9.1GB 5.25" FAST SCSI-II

Novell Labs Tested & Approved

- MC1991
- 10ms Seek Time
- 5400RPM
- 5.25"
- 5 year warranty



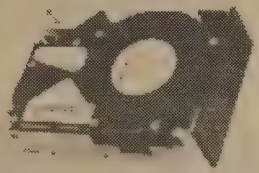
$2099⁹⁵

EXTERNAL...$2299⁹⁵

Lowest Price Guaranteed*

3.0GB INTERNAL SCSI-II

- MC1936
- 11ms Seek Time
- 5400RPM
- 5.25"
- 5 year warranty



$799⁹⁵

EXTERNAL...$999⁹⁵

SCSI

CAPACITY	M/N	CACHE	SEEK	SIZE	Internal	External
1.75GB	MC2217S	5400	10ms	3.5"	$759⁹⁵	$869⁹⁵
1.75GB	MC2217AV		Audio/Video		$849⁹⁵	$959⁹⁵
2.0GB	MC4221	7200	8.5ms	3.5"	$965⁹⁵	$1075⁹⁵
2.0GB	MC4221AV		Audio/Video		$1088⁹⁵	$1198⁹⁵
3.0GB	MC1936	5400	11ms	5.25"	$799⁹⁵	$999⁹⁵
3.0GB	MC1936AV		Audio/Video		$825⁹⁵	$1025⁹⁵
4.0GB	MC3243S	7200	8.5ms	3.5"	$1325⁹⁵	$1435⁹⁵
4.0GB	MC3243AV		-		$1485⁹⁵	$1595⁹⁵
9.1GB	MC1991	5400	10ms	5.25"	$2099⁹⁵	$2299⁹⁵
9.1GB	MC1991AV		Audio/Video		$2299⁹⁵	$2499⁹⁵

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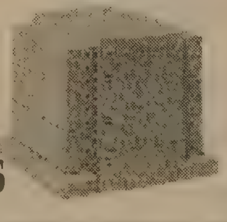

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Novell Labs Tested & Approved

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1.0GB SCSI-II 3.5"X1"

LOWEST NCA PRICES EVER

NEW!

- M1606
- 3.5"X1" Drive
- 10ms Seek Time
- 5400 RPM
- 3-Year Warranty

$399⁹⁵

EXTERNAL...$509⁹⁵

IDE

CAPACITY	M/N	CACHE	SEEK	SIZE	PRICE
530MB	M2684TAU	256K	12ms	3.5"x1"	$169⁹⁵

SCSI

CAPACITY	M/N	CACHE	SEEK	SIZE	Internal	External
530MB	M2684SAU	256K	12ms	3.5"x1"	$199⁹⁵	$309⁹⁵
1.0GB	M1606		10ms	3.5"X1"	$399⁹⁵	$509⁹⁵

HEWLETT PACKARD

High Quality Hard Drives

1.05GB SCSI-II 3.5"

- HP C3323SE
- 9.5ms Seek Time
- 5400RPM
- 500K MTBF
- Up to 24 Mbits/s
- Up to 10 Mbytes/s (synchronous)
- 5-Yr. Warr.

$515⁹⁵

EXTERNAL.... $625⁹⁵

1.2GB SCSI-II 3.5"X1"

NEW!

- HP 3724
- 9.5ms Seek Time
- 5400RPM
- Up to 20Megabytes/s burst(synchronous)
- 5-Yr. Warr.

$545⁹⁵

EXTERNAL.... $655⁹⁵

2.1GB SCSI-II 3.5"X1"

NEW!

- HP 3725S
- 8.9ms Seek Time
- 6400RPM
- 57 Mbits/s Trans. Rate
- Up to 20Megabytes/s burst(synchronous)
- 5-Yr. Warr.

$945⁹⁵

EXTERNAL $1055⁹⁵

2.1GB SCSI-II 3.5"

- HP C2490SE
- 8.5ms Seek Time
- 500K MTBF, 6400RPM
- 57 Mbits/s Trans. Rate
- Up to 10Megabytes/s (synchronous)
- 5-Yr. Warr.

$975⁹⁵

EXTERNAL....$1085⁹⁵

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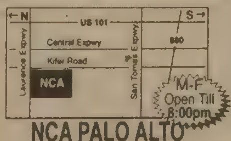
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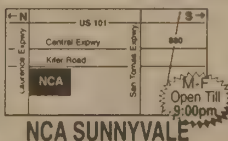
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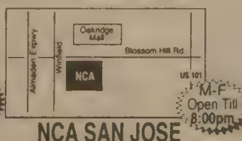
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NCA's *High Quality*
EXTERNAL SCSI DEVICES
for PC, MAC, SUN, & SILICON GRAPHICS

- High Quality External Cases.
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- Selectable SCSI ID.
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- SCSI Cable (Cent50-Cent50 or Cent50 to DB25)
- Power Cable
- Fully Tested and Approved
- Mac Formatting and Caching Software (upon request)
- External PC Kits Available

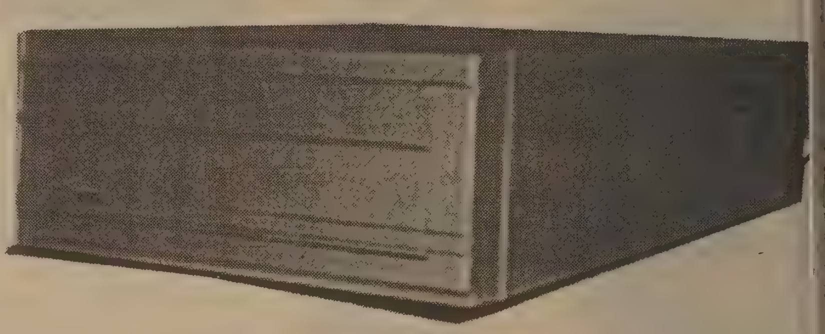
— Mac Formatting Software —

FWB incorporated
CD-ROM TOOLKIT
HARD DISK ToolKit

$9.99 w/purchase of any External CD-ROM drive

$9.99 w/purchase of any External Hard Drive

Not for Individual Sale



"ONE STOP" SuperSource for Virtually Every SCSI Drive Made today.

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EXTERNAL 3.5" FIXED SCSI DISK DRIVES

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SIZE	INT. DRIVE	SEEK	WARRANTY	PRICE
420Mb	Quantum Trailblazer	14ms	2Yr	$^{\$}288^{95}$
540Mb	Quantum Maverick	14ms	2.Yr	$^{\$}295^{95}$
530Mb	Fujitsu	12ms	2Yr	$^{\$}309^{95}$
540Mb	Quantum Fireball	11ms	2Yr	$^{\$}305^{95}$
540Mb	Quantum Lightening	11ms	2Yr	$^{\$}299^{95}$
730Mb	Quantum Lightening	11ms	2Yr	$^{\$}348^{95}$
728Mb	IBM	12ms	2Yr	$^{\$}359^{95}$
850Mb	Quantum Trailblazer	14ms	2Yr	$^{\$}379^{95}$
1.0Gb	Quantum Fireball	11ms	2Yr	$^{\$}505^{95}$
1.0Gb	Conner	<10ms	5Yr	$^{\$}529^{95}$
1.0Gb	Conner	FAST WIDE	5Yr	$^{\$}659^{95}$
1.0Gb	IBM	10.5ms	5Yr	$^{\$}529^{95}$
1.0Gb	Fujitsu	10ms	3Yr	$^{\$}509^{95}$
1.05Gb	HP 3323SE	10.5ms	5Yr	$^{\$}625^{95}$
1.05Gb	Seagate	9ms	5Yr	$^{\$}617^{95}$
1.05Gb	Seagate-FW	9ms	5Yr	$^{\$}739^{95}$
1.2Gb	HP3724S	9.5ms	5Yr	$^{\$}655^{95}$
1.75Gb	Micropolis	10ms	5Yr	$^{\$}869^{95}$
2.0Gb	Micropolis	8.5ms	5Yr	$^{\$}1075^{95}$
2.1Gb	Quantum XP32150S	8.5ms	5Yr	$^{\$}989^{95}$
2.1Gb	IBM	8.5ms	5Yr	$^{\$}1305^{95}$
2.14Gb	Conner	8.5ms	5400rpm	$^{\$}895^{95}$
2.14Gb	Conner	8.5ms	7200rpm	$^{\$}959^{95}$
2.1Gb	Seagate ST32430N	9ms	5Yr	$^{\$}982^{95}$
2.1Gb	Seagate 32550N	9ms	5Yr	$^{\$}1105^{95}$
2.1Gb	HP3725S	8.9ms	5Yr	$^{\$}1055^{95}$
2.1Gb	HPC2490SE	8.9ms	5Yr	$^{\$}1085^{95}$
2.2Gb	Quantum VP32210S	8.5ms	5Yr	$^{\$}909^{95}$
4.0Gb	Micropolis	8.5ms	5Yr	$^{\$}1435^{95}$
4.2Gb	Conner	8.5ms	7200rpm	$^{\$}1198^{95}$
4.2Gb	Quantum XP34301	8.5ms	7200rpm	$^{\$}1229^{95}$
4.3Gb	Seagate 15230N	9ms	5Yr	$^{\$}1239^{95}$
4.3Gb	Seagate 15150N	8ms	5Yr	$^{\$}1529^{95}$
4.3Gb	Quantum XP34005	8ms	7200rpm	$^{\$}1639^{95}$
4.3Gb	IBM	8.5ms	7200rpm	$^{\$}1859^{95}$

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High Quality
EXTERNAL FH FIXED SCSI DISK DRIVES

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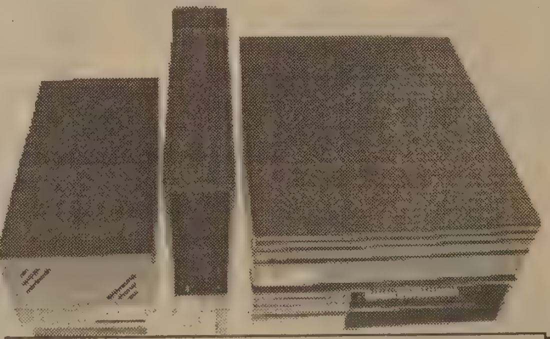
SIZE	MAKE	SEEK	WARRANTY	PRICE
1.3Gb	Hitachi	13ms		$^{\$}409^{95}$
3.0Gb	Micropolis 1936	11ms	5Yr	$^{\$}999^{95}$
4.3Gb	IBM	8.5ms	5Yr	$^{\$}1859^{95}$
9.0Gb	Seagate	11.5ms	5Yr	$^{\$}2575^{95}$
9.1Gb	Micropolis 1991	10ms	5Yr	$^{\$}2299^{95}$
4.0Gb	Dec 5400S	12ms	5Yr	$^{\$}999^{95}$



plus: 100's of customized combos and options available

Quality Built SCSI Sub-Systems Since 1988

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EXTERNAL FH FIXED SCSI BACKUPS

SIZE	MAKE	MODEL	TYPE	PRICE
250Mb	WangTek	5150ES	1/4"	$^{\$}405$
250Mb	Connor Viper	2150S	1/4"	$^{\$}395$
525Mb	Conner Viper	2525S	1/4"	$^{\$}555$
525Mb	WangTek	E5525S	1/4"	$^{\$}515$
1.3Gb	Connor Viper	2750	1/4"	$^{\$}897$
1.5Gb	Exabyte	FS1G		$^{\$}899$
2.5Gb	Exabyte	EXB8205	8mm	$^{\$}1389$
5.0Gb	Exabyte	EXB8505	8mm	$^{\$}2279$
2.0Gb	HP	35470	4mm	$^{\$}864$
2.0Gb	Connor Python	4320NT	4mm	$^{\$}895$
2.0Gb	WangDat	3100	4mm	$^{\$}845$
4.0Gb	Connor Python	4324	4mm	$^{\$}933$
5.0Gb	Exabyte	EXB4200C	4mm	$^{\$}965$
2-4.0Gb	HP	35480	4mm	$^{\$}947$
4-8.0Gb	WangDat	3200	4mm	$^{\$}889$
4-8.0Gb	WangDat	3400Dx	4mm	$^{\$}1088$
4-8.0Gb	HP	C1533A	4mm	$^{\$}1117$

• MAC Backup Software-add $^{\$}69^{95}$ • NovaBack for PC or WIN-add $^{\$}29^{95}$/$^{\$}59^{95}$ • Novell NLM Unlimited user-add $^{\$}339^{9}$

EXTERNAL SCSI CD ROMS:

SIZE	MODEL	SEEK	TRANSFER	PRICE
TOSHIBA	3601B	150ms	600Kb	$^{\$}409$
TOSHIBA	5301B	150ms	600Kb	$^{\$}409$
NEC	3Xp	240ms	450kb	$^{\$}375$
NEC	4Xe	220ms	600kb	$^{\$}469$
NEC	6Xe	145ms	900kb	$^{\$}579$
Plextor	Six-Speed		900kb	$^{\$}609$
Plextor	Quad-Speed 256 CACHE		600kb	$^{\$}419$
PIONEER	604X (6 disk changer)	300ms	612Kb	$^{\$}788$
PIONEER	1804 (18 disk changer)	300ms	614Kb	$^{\$}1778$
Backpack	DOUBLE-SPEED	250ms	300kb	$^{\$}297$
Backpack	QUAD-SPEED	300ms	600kb	$^{\$}384$
Panasonic	200M QUAD-SPEED	200ms	600kb	$^{\$}405$

Also Available: External OPTICAL & Removable Cartridges by: Syquest, Bernoulli, Maxoptix, Fujitsu, Ricoh

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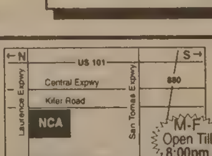

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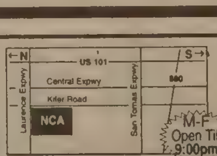

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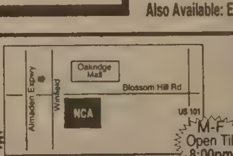

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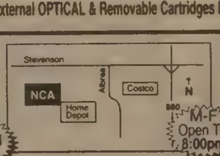

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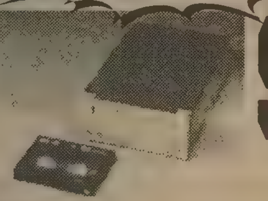
The most reliable SCSI Tape Backups for MAC, PC , SUN or Silicon Graphics

4GB *External* 4mm 3.5" SCSI DAT TAPE BACKUP

- •732 Kbytes/SecTransfer Rate (Sustained)
- • 5 MB/ Sec (Synchronous)

INCLUDES: 1 CARTRIDGE & NOVABACK BACKUP SOFTWARE



35480

\$987^{95}

SCSI 4MM DAT

CAPACITY	MODEL	INTERNAL	EXTERNAL
2.0GB	35470 DAT	\$754^{95}	\$864^{95}
2-4GB	35480 DAT (bare drive)	\$848^{95}	\$947^{95}
4-8GB	C1533A	\$1009^{95}	\$1117^{95}
HP Mounting Bracket for DAT tape drive		\$35^{95}	

EXABYTE®

FS1G

1.5 GB SCSI Tape Storage

COMPLETE SYTEM INCLUDES:
- •Internal FS1G Tape Drive
- •Adaptec 16-Bit SCSI Controller Card
- •File Secure Software
- •Up to 30 MB/Min. Transfer Rate
- •One Data Cartridge

External FS1G Kit.	\$899^{95}
Internal Unit (2501)	\$479^{95}

\$695^{95}

4MM DAT CARTRIDGE

CAPACITY	MODEL	INTERNAL	EXTERNAL
5GB	EXB-4200C	\$855^{95}	\$965^{95}

2.5 GB 8MM DAT SUBSYSTEM

CAPACITY	MODEL	INTERNAL	EXTERNAL
2.5GB	EXB-8205	\$1279^{95}	\$1389^{95}

5 GB 8MM DAT SUBSYSTEM

CAPACITY	MODEL	INTERNAL	EXTERNAL
5.0GB	EXB-8505	\$1988^{95}	\$2279^{95}

CONNER *The BEST name in SCSI Back-up Drives*

SOF•STOR

for IBM Compatibles, MAC, SUN, & Silicon Graphics

Formerly ARCHIVE

VIPER™

- ◆ 6MB/MIN
- ◆ SCSI
- ◆ 1/4" TAPE UNIT

SCSI
- ◆ 36MB/MIN
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1.3GB 2750

INTERNAL	\$785^{95}
EXTERNAL	\$897^{95}

250 MB 2150S

INTERNAL	\$317^{95}
EXTERNAL	\$395^{95}
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525 MB 2525S

INTERNAL	\$445^{95}
EXTERNAL	\$555^{95}
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PYTHON™

SCSI 4mm DAT Tape Backups

- ◆ 1MB Cache Buffer
- ◆ 11MB/MIN.

2 GB. 4320 NT

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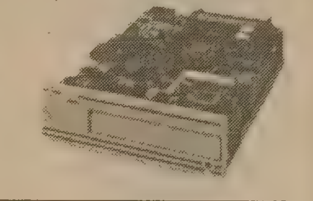

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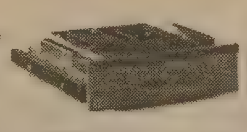
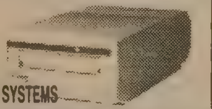


RUNS OFF FLOPPY PORT

CAPACITY	MODEL/TYPE	INTERNAL
350MB	DJ30 JUMBO350	\$149^{95}
680MB	DJ25 JUMBO700	\$242^{95}
800MB	T-1000	\$199^{95}
1.4GB	DJ50 JUMBO1400 w/CONTROLLER	\$347^{95}

350MB UPGRADE KIT (FROM 250MB TO 350MB)	\$49^{95}
EXTERNAL KIT WITH CARD AND CABLES KE-10	\$109^{95}
EXTERNAL TAPE PORT AB-11	\$35^{95}
FC-20 TAPE CONTROLLER, WITH CABLES	\$85^{95}
TC-15 HIGH PERFORMANCE 16-BIT CONTROLLER	\$179^{95}

Trakker™



PARALLEL PRINTER PORT EXTERNAL TAPE BACK-UP SYSTEMS

RUNS OFF PARALLEL PRINTER PORT

CAPACITY	MODEL/TYPE	EXTERNAL
350MB	TRAKKER 350	\$329^{95}
680MB	TRAKKER 700	\$379^{95}

POWER TAPES HIGH CAPACITY TAPE DRIVES

CAPACITY	MODEL/TYPE	INTERNAL	EXTERNAL
1.0GB	PT-10	\$579^{95}	\$749^{95}
2.0GB	PT-25	\$919^{95}	\$1025^{95}
4.0GB	PT-50	\$1111^{95}	\$1234^{95}

CONNER TAPE•STOR

TAPE BACKUP

CAPACITY	MODEL/TYPE	INTERNAL	EXTERNAL
420MB	420FBE	\$157^{95}	\$309^{95}
850MB	850RFBE	\$258^{95}	\$389^{95}
1.7GB	TSM1700	\$309^{95}	N/A
4.0GB	4000RFBC	\$519^{95}	N/A

WangDAT™

Internal

4-8GB

3400DX DAT Tape Backup

\$984^{95}

External \$1088^{95}

SCSI 4MM DAT

CAPACITY	MODEL	INTERNAL	EXTERNAL
2.0GB	3100 DAT	\$745^{95}	\$845^{95}
4-8GB	3200 DAT	\$789^{95}	\$889^{95}

WANGTEK

SCSI TAPE

CAPACITY	MODEL	INTERNAL	EXTERNAL
250MB	5150S	\$305^{95}	\$405^{95}
525MB	5525S	\$475^{95}	\$515^{95}

MicroSolutions Computer Products backpack *Tape Drive*

350MB Parallel Port External Tape Backup

- ♦ QIC 80 uses 2120 tapes
- ♦ Software for unattended backups
- ♦ Twice as fast as internal floppy drive
- ♦ Window and DOS Software Included
- ♦ 2 Year Warranty

\$279^{95}

800MB Parallel Port External Tape Backup

- ♦ *TRAVAN TECHNOLOGY*
- ♦ QIC 80 uses 2120 tapes
- ♦ Software for unattended backups
- ♦ Window and DOS Software Included
- ♦ 2 Year Warranty

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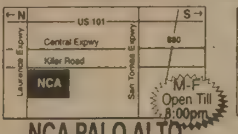

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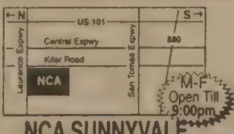

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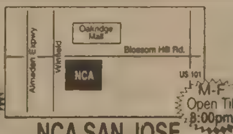

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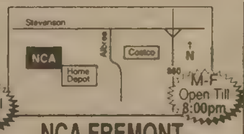

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1.3GB Multifunction
Rewritable & WORM Drive
- HP C1716T
- SCSI-2 1.3GB

INTERNAL
$\$1955^{95}$
EXTERNAL.....$\$2145^{95}$

EXTERNAL
C2550 WITH CARTRIDGE
$\$2419^{95}$

1.3GB Cartridge: $\$99^{95}$

PC OR MAC

Multifunction Magento-Optical Disk Drive for 1-Gbyte and 650-Mbyte Rewritable and WORM Disk Cartridges, With up to 4-Mbytes Read/Write cache

Maxoptix™

- Unlimited Data Storage
- External SCSI Subsystem
- One Year Factory Warranty
- 25-Year Life Of Glass Media
- Embedded SCSI/SCSI-2
- Data Transfer of up to 13.2Mbits/Sec.
- Ultimate Back-up For NOVELL (Ready-to-boot Backup)

1GB CART. glass/poly $179

TAHITI 4 - Multifunction
- 1MB Read/Write Cache
- 5.25" / 1.3GB Optical

$\$1759^{95}$ NEW!
External Optical-1MB Cache....$\$1949^{95}$

TAHITI 4 - Multifunction
- 4MB Read/Write Cache
- 5.25" / 1.3GB Optical

$\$1939^{95}$ NEW!
External Optical-4MB Cache....$\$2129^{95}$

FUJITSU NEW!

230MB Rewritable, Removable Optical SCSI Drives

External SCSI 230MB, 3.5" Rewritable Optical
- External optical drive
- Using 2512 internal
- Includes 1 cartridge
- Fast seek time
- 3600RPM
- 256K Cache
- Software for MAC(free upon request)

$\$695^{95}$

Internal 230MB, 3.5" Rewritable Optical
- Bare optical drive
- 2512
- Low Profile, Only 1"
- 3600RPM
- 256K Cache
- Fast Seek Time

NEW! $\$555^{95}$

RECORDABLE CD DRIVES

PINNACLE MICRO

Recordable Compact Disc

COMPACT disc NEW!

RCD 1000 - MAC ...$\$1648^{95}$
RCD 1000 - PC ......$\$1648^{95}$
RCD 1000PC20 .....$\$1798^{95}$

Recordable media:
RCD74 - 74 min...$\$24^{95}$

IBM NEW!

IMAGESTAR FAMILY

230MB, INTERNAL BASIC MAGNEDO REMOVABLE 3.5"	$\$559^{95}$
230MB INTERNAL KIT MAGNEDO REMOVABLE 3.5"	$\$659^{95}$
230MB EXTERNAL MAGNEDO REMOVABLE 3.5"	$\$689^{95}$
1.3GB INTERNAL MO 5.25" REMOVABLE HH (SINGLE)	$\$1739^{95}$
1.3GB EXTERNAL MO 5.25" REMOVABLE FH (SINGLE)	$\$2075^{95}$

FLOPPY DRIVES

TEAC	1.44MB 3.5"	$\$37^{95}$
	1.2MB 5.25"	$\$45^{95}$
	1.2/1.44MB Dual Drive	$\$91^{95}$
MITSUMI	1.44MB 3.5"	$\$29^{95}$
	1.2MB 5.25"	$\$39^{95}$

With bracket on any floppy drive, add $6

REMOVABLES

SyQuest

High Quality Removable Drives

88MB SYQUEST REMOVABLE

External 88MB Drive
- 88MB Cartridge
- Cables
- Reads & Write Both 44 & 88 MB
- Installation Software (for MAC)
- PC Software Included With Controller Purchase

$\$375^{95}$

Internal Bare Drive ....$\$259^{95}$

105MB 3.5" SYQUEST REMOVABLE

External SCSI 105MB Drive
- 14ms Seek Time
- 105MB Cartridge
- Cables
- Installation Software (for MAC)
- PC Software Included With Controller Purchase

$\$375^{95}$

Internal SCSI Bare Drive ....$\$233^{95}$
Internal IDE Bare Drive..........................$\$179^{95}$

200MB SYQUEST REMOVABLE

External 200MB Drive
- 200MB Cartridge
- Cables
- Installation Software (for MAC)
- PC Software Included With Controller Purchase

499^{95}

Internal SCSI Bare Drive.......................$\$357^{95}$

270MB SYQUEST REMOVABLE

External SCSI Drive
- External 270MB 3.5" SCSI Removable Cartridge Drive
- Unlimited Storage Capacity
- 270MB External Drive
- Cables & Software for MAC
- 13.5ms Seek Time
- Includes one cartridge

$\$467^{95}$

Internal Bare IDE Drive ....$\$333^{95}$
Internal Bare SCSI Drive ....$\$338^{95}$

SYQUEST MEDIA

CAPACITY	SINGLE	5-PACK
44MB Cartridge (5.25")	$\$46^{95}$	$\$225^{95}$
88MB Cartridge (5.25")	$\$52^{95}$	$\$255^{95}$
105MB Cartridge (3.5")	$\$57^{95}$	$\$275^{95}$
200MB Cartridge (5.25")	$\$79^{95}$	$\$389^{95}$
270MB Cartridge (3.5")	$\$63^{95}$	$\$310^{95}$

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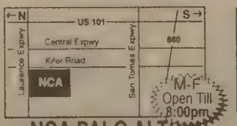

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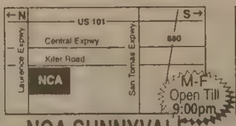

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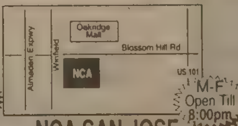

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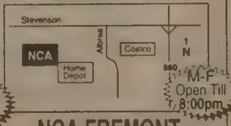

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CONTROLLER CARDS

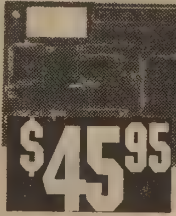
gsi™

GSI Enhanced IDE Accelerator Boards

GSI Model 11

8-Bit Four-Floppy & QIC-80 Tape Accelerator Board

- High-speed 1MB/sec. floppy interface (up to four floppy drives)
- Doubles the speed of 250MB (QIC-80) tape drives
- Fully supports 2.88MB floppy disk drives
- Supports "Media-Sensing" compatibilites of 2.88MB floppies
- Co-resides with other disk controller boards
- Perfect floppy or tape upgrade board



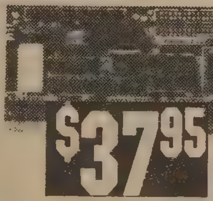
$45.95

GSI Model 18

IDE FAST-ATA

16- Primary or Secondary IDE Accelerator Board

- 16-Bit ISA compliant with new enhanced IDE & fast ATA standards
- Supports two IDE drives
- Increases IDE hard drive data transfer rates up to 80%!
- Supports new high-capacity IDE hard drives
- Compatible with Windows, Novell NetWare, DOS & OS/2
- Tested and recommended by Micropolis, Fujitsu, Maxtor, Seagate, Western Digital, Quantum and Conner



$37.95

GSI Model 21

IDE FAST-ATA

16-Bit IDE, Floppy & QIC-80 Tape Accelerator Board

- 16-Bit ISA compliant with new enhanced IDE & fast ATA standards
- Supports up to two IDE drives
- Increases IDE Data transfer rates up to 80%!
- Supports new high-capcity IDE hard drives
- High speed 1MB/sec. floppy interface(up to 4 floppy drives)
- Doubles the speed of the 250MB or 420MB (QIC-80) tape drives
- Fully supports 2.88MB floppy disk drives
- Compatible with Windows, Novell NetWare, DOS & OS/2

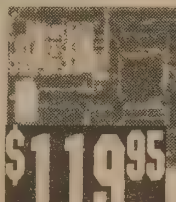
$57.95

GSI Model 32

IDE FAST-ATA

16-Bit Multi-Port IDE, Floppy, Tape, & I/O Accelerator Board

- 16-Bit ISA compliant with new enhanced IDE & fast ATA standards
- Supports up to two IDE drives
- Increases IDE Data transfer rates up to 80%!
- Supports new high-capcity IDE hard drives
- High speed 1MB/sec. floppy interface(up to 4 floppy drives)
- Doubles the speed of the 250MB or 420MB (QIC-80) tape drives
- Dual 16550 UART serial ports & one bi-directional parallel port
- Compatible with Windows, Novell NetWare, DOS & OS/2



$119.95

GSI Model 4C

IDE FAST-ATA

16-Bit Four-Channel, Eight-IDE Accelerator Board

- 16-Bit ISA compliant with new enhanced IDE & fast ATA standards
- Supports up to eight IDE drives
- Increases IDE Data transfer rates up to 80%!
- Supports new high-capcity IDE hard drives
- No drivers needed
- Perfect for Novell mirroring or duplexing
- Compatible with Windows, Novell NetWare, DOS & OS/2

$124.95

adaptec®

CardPark™

NEW!

Dual-slot ISA-to-PCMCIA Card Adapter for Desktop PCs

- AVA 4510 ISA-to-PCMCIA adapter
- Dual-slot, accepts two PCMCIA cards, hot-swap operation
- Type IV slot supports Types I, II, & III cards up to 15mm thick
- Compatible with SRAM, Flash, & ATA-Flash, Fax/modem, LAN, SCSI, Sound, GPS, and mass storage PCMCIA cards
- Includes CardPark software

$177.95

SCSI AudioMachine™

Experience the benefits of full SCSI with intergrated advanced audio.

- Features the AMM-1570 host adapter with full SCSI audio
- Includes full SCSI boot capability for high-capacity, high-performance drives
- Supports high-capacity removable SCSI devices
- Increases CD-ROM performance capabilitites with XA-Audio
- Ease of use provided by Adaptec EZ-SCSI™ & EZ-Audio™ intelligent installation software

$247.95

TotalCD™

16-Bit SCSI-2 host adapter for CD-ROM connectivity

- AVA 1505 ISA-to-SCSI-2 host adapter
- Adaptec EZ-SCSI lite software
- Up to 5MB/sec. synchronous on SCSI bus
- Advanced SCSI programming interface compliant, disconnect/reconnect, synchronous & asychronous data transfer

$55.95

TotalConnect™

16-Bit host adapter for multiple SCSI-2 peripheral connectivity

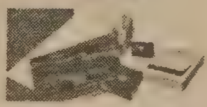
- AVA 1515 ISA-to-SCSI host adapter with BIOS
- Connect up to 7 SCSI devices
- Adaptec EZ-SCSI lite software
- Up to 5MB/sec. synchronous on SCSI bus
- Advanced SCSI programming interface compliant, disconnect/reconnect, synchronous & asychronous data transfer

$85.95

TotalAdvantage™VL

Complete 32-bit VL-to-Fast SCSI & VL-to-EIDE host adapter

- AVA-2825 VL-to-Fast SCSI & VL-to-EIDE (enhanced IDE)
- Connect up to 7 SCSI devices
- Up to 2 standard or enhanced IDE devices
- Up to 2 standard and 1 floppy tape drive
- Adaptec EZ-SCSI lite software
- Up to 5MB/sec. synchronous on SCSI bus
- Advanced SCSI programming interface compliant, disconnect reconnect, synchronous & asychronous data transfer



$155.95

SlimSCSI-II™ NEW RELEASE!

NEW!

Instant connection for portables to new peripherals, power & flexibility using the PCMCIA

- APA-1460 SlimSCSI-II host adapter
- Compatible with PCMCIA type II, type III & Toshiba type IV slots
- Fast 2MB/sec data transfer rate
- Convenient detachable 3-foot cable with reversible connector
- Low 0.5 watt power consumption for longer battery life
- Includes software for CD-ROM's, Phot CD's, SCSI hard drives, HP scanners, Magneto-optical, Syquest, Bernoulli, Floptical & SCSI tape drives.

$195.95

MiniSCSI™Plus & EPP Adapters

A fast, easy way to connect SCSI devices to your portable or desktop PC's parallel port

- APA-348 MiniSCSI Plus & APA-358 MiniSCSI EPP
- Simple external plug-in, perfect for notebooks
- Convenient, intergrated 3-foot cable
- Complete software for easy installation and full SCSI peripheral device support
- Simultaneous use of parallel port with 100% transparent pass through
- MiniSCSI EPP model supports up to 1MB/sec. when used with enhanced parallel port.

SlimSCSI™EPP APA-358	$155.95
SlimSCSI™Plus APA-348	$119.95

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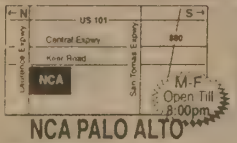

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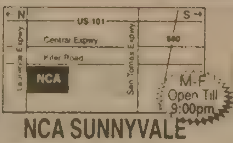

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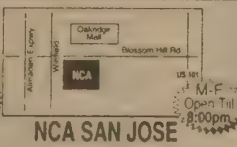

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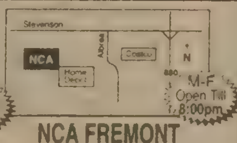

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CONTROLLERS

SCSI CONTROLLERS

adaptec

SCSI CONTROLLERS

MODEL	DESCRIPTION	PRICE
AHA-1460	Slim SCSI PCMCIA SCSI Card	$\$195^{95}$
1505	TOTAL CD 16-BIT SCSI-II	$\$55^{95}$
1515	Total Connect ISA to SCSI host adapter w/ BIOS	$\$85^{95}$
1522	16-BIT 7HD/2FD KIT	$\$135^{95}$
1542CF	BUS MASTER COMPLETE KIT	$\$235^{95}$
1640	MICROCHANNEL FOR PS/2, 7HD	$\$233^{95}$
2742/W	Fast Wide SCSI EISA	$\$347^{95}/\$375^{95}$
2825VL	TOTAL ADVANTAGE VL	$\$155^{95}$
2842A	Fast SCSI-II VESA	$\$255^{95}$
AHA-2940	PCI SCSI MASTER RISC-BASED I/O	$\$259^{95}$
AHA-2940W	PCI FAST-WIDE SCSI	$\$309^{95}$
APA-348	SlimSCSI PLUS	$\$119^{95}$
APA-358	SlimSCSI EPP	$\$155^{95}$
EZ-SCSI	SOFTWARE	$\$65^{95}$
AVA-4510	Card Park Dual Slot ISA to PCMCIA adapter	$\$177^{95}$
AVA-1570	SCSI Audio Machine-full SCSI w/integrated audio	$\$247^{95}$
3940	Twin Channel PCI	$\$405^{95}$
3940W	Twin Channel PCI wide	$\$477^{95}$
3985	PCI RAID Adapter w/ 3RISC Processors	$\$734^{95}$

SEE PAGE 11 FOR NEW ADAPTEC PRODUCTS!

Acculogic

SCSI CONTROLLERS

MODEL	DESCRIPTION	PRICE
20	PCI SCSI Host Adapter, Sup. Wide SCSI-3	$\$219^{95}$
40	PCI SCSI Host Adapter, Corel SCSI Wide SCSI-3	$\$269^{95}$

PROMISE
TECHNOLOGY,INC.

SCSI CONTROLLERS

MODEL	DESCRIPTION	PRICE
DC-440	VLB SCSI-2 BUS MASTER w/IDE Interface	$\$184^{95}$

qlogic Corp.

FAST!SCSI EISA FL
Host Adapter Card for the EISA Bus $\$199^{95}$

- Patented 400 Series high-speed SCSI processor
- CorelSCSI for CD-ROM & HDD included FREE
- Uses a single 32-bit EISA slot
- Comprehensive software support
- 50-Pin internal SCSI cable with support for 3 devices provided
- Floppy connector supports 2 floppy drives
- Supports up to 7 SCSI devices

Host Adapter Card for the PCMCIA Bus	$\$164^{95}$
Host Adapter Card for the VESA Local Bus FL	$\$189^{95}$
Host Adapter Card for the ISA Bus FL	$\$115^{95}$

FAST!SCSI PCI Basic
Host Adapter Card for the PCI Bus $\$119^{95}$

- High speed, single-chip SCSI processor
- Uses a single PCI slot
- SCAM level 2 upgrade
- Supports Fast SCSI-2 (10MB/sec.)
- Comprehensive software support
- CorelSCSI for CD-ROM & HDD software-FREE
- 50-pin high density external connector
- 50-pin internal connector including ribbon cable with support for 3 internal devices
- Supports up to 7 SCSI devices

FAST!SCSI IQ PCI Wide
Host Adapter Card for the PCI Bus $\$295^{95}$

- Bus Master
- Uses a single PCI slot
- Fast(10MB/sec) & Wide(20MB/sec)SCSI cabability
- High speed ISP1020 12 MIPS RISC SCSI processor
- Supports up to 15 SCSI devices

FAST!SCSI IQ PCI-10
Host Adapter Card for the PCIA Bus $\$205^{95}$

- 12 MIPS RISC SCSI processor
- Over 4000 512-byte block I/Os p.s.
- Uses a single PCI slot
- Supports Fast SCSI-2 (10MB/sec.)
- CorelSCSI for CD-ROM & HDD software-FREE
- 50-pin high-density internal connector, including ribbon cable with support for 3 internal devices

BUSLOGIC

SCSI CONTROLLERS

MODEL	DESCRIPTION	PRICE
KT545C	ISA Bus Master Fast SCSI Adapter Kit	$\$208^{95}$
KT445C	Bus Master Fast SCSI Kit for VL Bus	$\$195^{95}$
KT742A	EISA Bus Master SCSI-II Adapter Kit	$\$278^{95}$
KT747C	EISA Bus Master Fast SCSI	$\$298^{95}$
KT757C	FASTWIDE SCSI Card	$\$348^{95}$
KT946C	Bus Master Fast SCSI for PCI Local Bus	$\$254^{95}$
KT956C	WIDE PCI Card	$\$307^{95}$

DTC DATA TECHNOLOGY

SCSI CONTROLLERS

MODEL	DESCRIPTION	PRICE
DTC3130B	PCI 32-Bit PCI SCSI Bus Master w/Bios	$\$119^{95}$
DTC3274VL	SCSI-II Bus Mastering	$\$179^{95}$

ADVANSYS. Windows '95 Ready!

SCSI CONTROLLERS

MODEL	DESCRIPTION	PRICE
ABP940	PCI BUS Master-10MB synchronous burst	$\$179^{95}$
ABP542	ISA BUS Master	$\$169^{95}$
ABP920	PCI BUS Master	$\$104^{95}$

IDE CONTROLLERS

NCA'S STANDARD IDE

IDE CONTROLLERS

MODEL	DESCRIPTION	PRICE
211	2HD/2FD W/16550, 1PAR, 1GAME	$\$25^{95}$
223EH	2HD/2FD for VESA LOCAL BUS 16550 I/O	$\$44^{95}$

BUSLOGIC

IDE CONTROLLERS

MODEL	DESCRIPTION	PRICE
KT510A	IDE Cache Contoller For PC/AT Sys.	$\$89^{95}$
KT410A	IDE Cache Controller for VLB	$\$119^{95}$
KT910A	IDE PCI Cache Controller	$\$165^{95}$

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TECHNOLOGY,INC.
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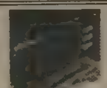
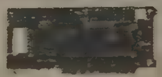


IDE CONTROLLERS

MODEL	DESCRIPTION	PRICE
DC-200	ISA IDE 4HD/2FD 2.88MB Floppy support.	$\$87^{95}$
DC-420VLB	VESA IDE 512K Cache	$\$95^{95}$
DC-4030-VL-2	VESA IDE 2.88MB support 4HD/2FD	$\$105^{95}$
DC-200M	ISA IDE 512K Cache 4HD/2FD 2.88 Support	$\$91^{95}$
DC2032	ISA Caching controller	$\$123^{95}$
DC-2300+	E-IDE w/16550 IO	$\$59^{95}$
EIDE *MAX*-16-bit	enhanced IDE controller	$\$28^{95}$

gsi Intelligent Accelerator/IDE Boards



IDE CONTROLLERS

MODEL	DESCRIPTION	PRICE
GSI 11	8-Bit 4FD/Tape Accelerator Board	$\$45^{95}$
GSI 18	16-Bit 2 IDE Devices	$\$37^{95}$
GSI 21	16-Bit 2FD/Tape Backup	$\$57^{95}$
GSI 32	16-Bit Multi Port IDE/Tape & I/O	$\$119^{95}$
GSI 4C	16-Bit 8-IDE Devices	$\$124^{95}$

DTC DATA TECHNOLOGY

IDE CONTROLLERS

DTC 2278d VESA Multi I/O 2s/1p/1g Ennanced IDE	$\$24^{95}$
DTC 2278E VLB Enhaced IDE, Enhanced Parallel: Serial Port	$\$38^{95}$
DTC 2278EB VLB Enhaced IDE, Enhanced Parallel: Serial Port w/Bios	$\$42^{95}$
DTC 2278D+ Enhanced IDE Multi-Functional I/O	$\$33^{95}$

WONDER 16550 IDE CARD
ISA

2 IDE DRIVES/4 FLOPPY
2 HIGH SPEED 16550 SERIAL PORTS + 1 SERIAL
1 PARALLEL PORT / 1 GAME & 1 BI DIRECTIONAL PARALLEL PORT

$\$69^{95}$

16650 I/O Controller..... $\$27^{95}$

PORT-FOLIO 16550
13-Port Super I/O Card

4 INTEGRATED NS16550 HIGH SPEED UARTs

- 2 IDE HD • 4Floppy
- 2 Parallel • 4 Serial
- 1 Game

$\$119^{95}$

Flexport 42-6 Port......... $\$99^{95}$

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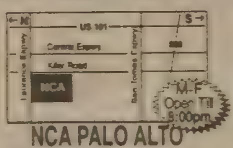

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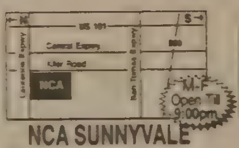

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Bus Master SCSI Accelerator Host Adapters

- Fast SCSI-2 data transfers of up to 10MB/second
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64-bit Graphics Powerhouse

- Ultra-fast 64-bit performance
- Up to 16.7 million colors
- Detailed high resolution up to 1680x1200
- Reduced eye strain with flicker free refresh rates up to 100Hz
- Supports a wide variety of DOS applications, Windows, and OS/2 Warp
- Enhanced CAD drivers and popular 3d application support
- Reduces energy consumption and adds monitor life (VESA DPMS)

2MB VRAM *PCI, ISA, VLB* $324.95

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- Ultra-fast 64-bit performance
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- Enhanced Windows drivers and FlexDesk utilities
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- DeskScan provides an off screen Windows virtual workspace
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- *mach64* 64-bit graphics accelerator chip
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- Enhanced Windows drivers and FlexDesk utilities
- Windows instant mode switching with WinSwitch
- DeskScan provides an off screen Windows virtual workspace
- Reduced eye strain with flicker free refresh rates up to 100Hz

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- Simple affordable way to add full motion video to your PC
- A one-step real-time video capture and compression board
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- Video For Windows compatible
- Includes video compression software for Windows

ISA, VLB

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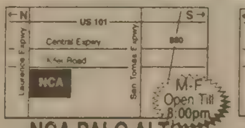

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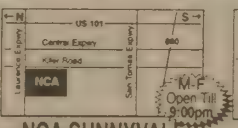

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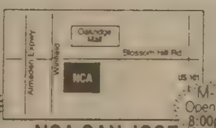

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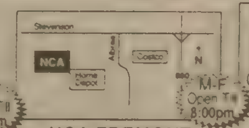

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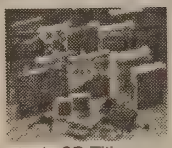

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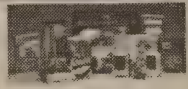

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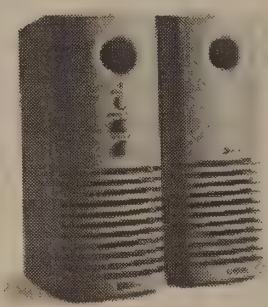
YST-M5



- 3 Watts per channel
- Video Shielded
- Active Servo Technology delivers Life-Like sound
- 90Hz-20KHz ± 3dB
- Includes AC Adapter

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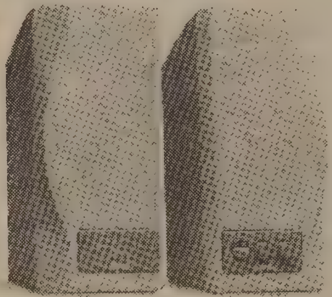
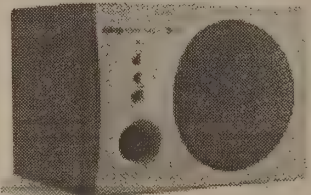


- 10 Watts per channel
- Video Shielded
- Active Servo Technology delivers Life-Like sound
- 80Hz-20KHz ± 3dB
- Includes AC Adapter
- 4 Star Rating "MACWorld April 1994"

$79

YAMAHA POWERED SUBWOOFER

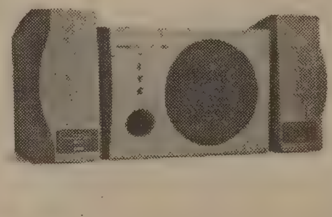
YST-MSW10



- 25 Watts
- Video shielded
- Auto On/Off Switching
- Active Servo technology delivers Life-like sound
- 35Hz-250KHz ±10db

$169.95

YST-SS1010



YST-M10 SPEAKERS:
- 10 Watts per channel
- Video Shielded
- Active Servo Technology delivers Life-Like sound
- 80Hz-20KHz ± 3dB
- Includes AC Adapter
- 4 Star Rating "MACWorld April 1994"

YST-MSW10 SUBWOOFER:
- 25 Watts
- Video Shielded
- Auto On/Off Switching
- Active Servo Technology delivers Life-Like sound
- 35Hz-250KHz ± 10dB

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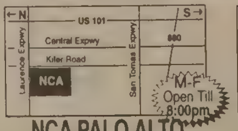

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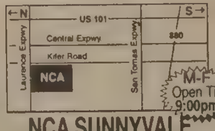

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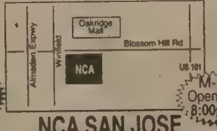

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SCSI-II Double-Speed CD-ROM Drive

- 280ms average access time
- 300Kb/sec
- Photo CD
- 64K SRAM buffer
- MPC-2 compliant
- Caddyless

$119⁹⁵

External for PC or MAC..........$229⁹⁵

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NEW!

5301B
- Caddyless
- SCSI-II Fast Quad-Speed CD-ROM
- 150ms/600kb/sec
- Multi-spin/Multi-speed

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5302B
- Caddyless
- EIDE Fast Quad-Speed CD-ROM
- 150ms/600kb/sec
- Multi-spin/Multi-speed
- 256K buffer

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3601B
- Caddyless
- SCSI -II Fast Quad-Speed CD-ROM
- 150ms/600kb/sec
- Multi-spin/Multi-speed
- 256K cache

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MITSUMI

4X FX400B

Quad-Speed CD-ROM Drive

- Multisession Enhanced IDE
- Software
- Caddyless
- 600MB CD capacity
- Can co-exist w/second AT CD-ROM

IDE

$185⁹⁵

TEAC

Super Quad 4X

CD-ROM Drive w/ Interface

- 600Kb/sec. transfer rate
- 195ms access time
- Sound Blaster compatible
  INCLUDES:
- CD-ROM drive
- Installation software
- TEAC AT interface board
- Mounting hardware
- Installation cables

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CD55A

Super Quad 4X Combo

Quad-Speed CD-ROM & 3.5" FloppyDrive In a single bay

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- 600Kb/sec. transfer rate
- 195ms access time
- Sound Blaster compatible
  INCLUDES:
- CD-ROM drive
- 3.5" floppy drive
- Installation software
- TEAC AT interface board
- Mounting hardware
- Installation cables

CF506A

$219⁹⁵

Addonics

Portable External Double Speed Parallel Port CD-ROM Drive

- Portable double speed ATAPi CD-ROM drive - use anywhere
- CADDYLESS - Front tray loading mechanism
- Easy to use - no jumper ID setting
- Built in switchable power supply (100-240 volts)
- Audio output (RCA jack) for audio CD playback
- Concurrent disk access and printing
- Includes cables, driver, and installation disk

$225⁹⁵

Portable External Quad Speed Parallel Port CD-ROM Drive

- Portable quad speed ATAPi CD-ROM drive - use anywhere
- CADDYLESS - Front tray loading mechanism
- Easy to use - no jumper ID setting
- Built in switchable power supply (100-240 volts)
- Audio output (RCA jack) for audio CD playback
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Six-Speed SCSI-II Internal CD-ROM Drive

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- SCSI-II **SIX-SPEED**
- 900KB/Sec.
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- MPC Level 2
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- Internal IDE CD-ROM drive
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- High Speed CD-ROM
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- 300ms/ Fast 612Kb/Sec

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DRM-1804X
- External SCSI/SCSI-2 Subsystem
- **Up to 18-CD ROM discs**
- 3 (6-disc) magazine changer
- 300ms/Fast 614Kb/Sec

6-CD Magazine.....$27⁹⁵

$1778⁹⁵

SONY

Quad Speed Internal CD-ROM Drive W/Adaptec SCSI Card

- SCSI-II interface
- 600Kb/sec. transfer rate
- 190ms. access time
- Includes EZ-SCSI Lite installation software
- Caddyless

CDU-76S

NEW!

$299⁹⁵

Enhanced IDE Internal CD ROM Drive

- 250ms. access time
- Works w/any EIDE controller
- Caddyless, MPC level 2

CDU-55E

IDE

$99⁹⁵

Double-Speed Internal CD ROM Drive

- 300Kb/sec. data transfer rate
- Controller card
- Photo CD compatible

CDU-33A

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$79⁹⁵

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200M

Quad-Speed SCSI-II Internal CD ROM Drive

- 200ms. access time
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backpack

CD-ROM Drive

MicroSolutions

Quad-Speed Parallel Port External CD-ROM Drive

- No Slot plug-n-play
- Motorized tray
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- Ideal for Notebooks or Desktops
- DOS OS/2 Device drivers
- Supports new high speed EPP & IEEE 1284 ports

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Double-Speed Parallel Port External CD-ROM Drive

- 250ms
- 300Kb/sec.
- Double-Speed High Performance Drive
- Ideal for Notebooks or Laptops
- Supplied device drivers
- Multi-Session Photo CD compatible

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NEC

MultiSpin 2V Deluxe

Double-Speed CD ROM Reader

- 300Kb/sec. CD-ROM reader
- 320ms access time
- 256k cache
- XA ready
- Multisession Photo CD
- Includes Creative Labs 16-Bit sound card
- Speakers & batteries
- Software titles:Microsoft Encarta, Myst & Sim City

$279⁹⁵

MultiSpin 2Vi

Double-Speed CD ROM Reader

- 300Kb/sec. CD-ROM reader
- 320ms access time
- 256k cache
- XA ready
- Multisession Photo CD
- Includes CD-ROM interface, data cable & NEC Simple Start guide & video

$168⁹⁵

MultiSpin 3Xp Plus

Double-Speed CD ROM Reader

- 500Kb/sec. CD-ROM reader
- 240ms access time
- 256k cache
- Full audio controls & XA ready
- Multisession Photo CD
- Complete with SCSI cable & interactive tutorial CD

$375⁹⁵

MultiSpin 6Xi

NEW!

Six-Speed CD ROM Reader

- 600Kb/sec. CD-ROM reader
- 220ms access time
- 256k cache
- Full audio & XA ready
- Multisession Photo CD
- CD-1 (FMV), video CD playback
- Complete with SCSI data cable & interactive tutorial CD

$479⁹⁵

External 6Xe......$579⁹⁵

MultiSpin 4Xi

Quad-Speed CD ROM Reader

- 600Kb/sec. CD-ROM reader
- 220ms access time
- 256k cache
- Full audio & XA ready
- Multisession Photo CD
- CD-1 (FMV), video CD playback
- Complete with SCSI data cable & interactive tutorial CD

$369⁹⁵

External 4Xe......$469⁹⁵

CDR 511 Quad Plus

Quad-Speed CD ROM Reader

- 684Kb/sec. CD-ROM reader
- 220ms access time
- 64k cache
- XA ready
- Multisession Photo CD
- 50,000 MTBF

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Mountain.

CD7 Minichanger

7 Disk CD-ROM Changer

- 300KB data transfer rate
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Quad SoundTastic

- Quad-speed E-IDE drive
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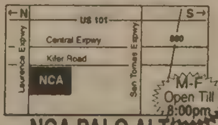

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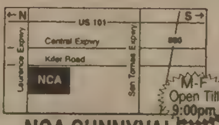

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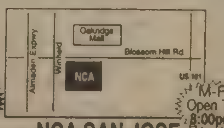

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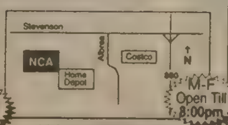

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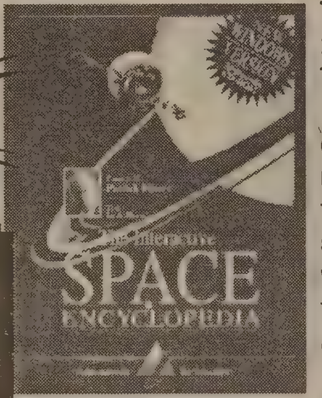

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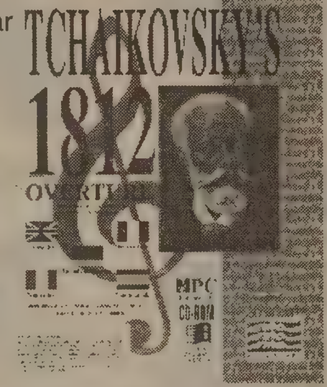

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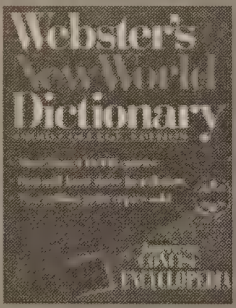

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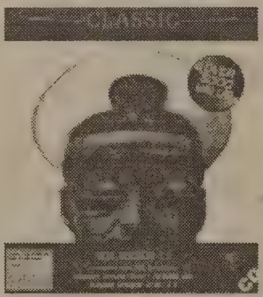

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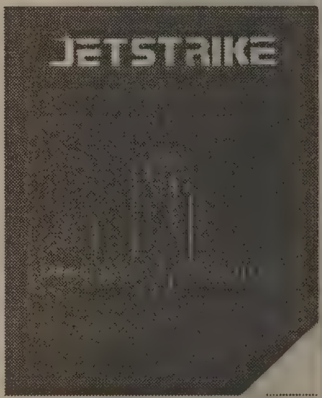

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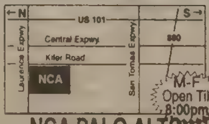

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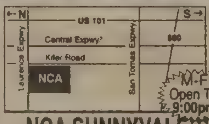

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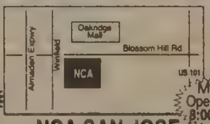

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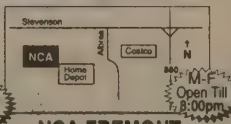

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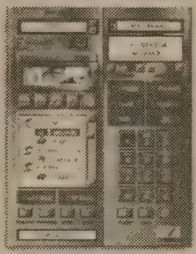

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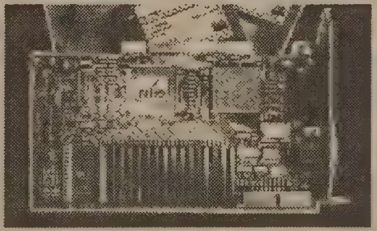

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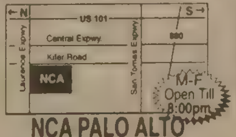

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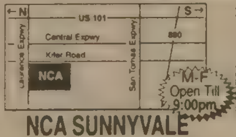

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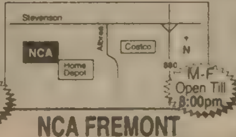

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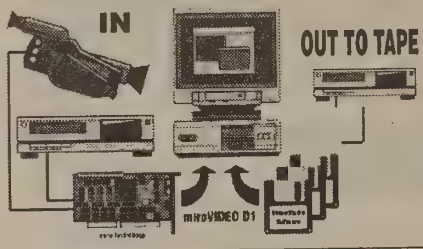

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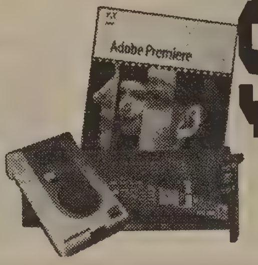

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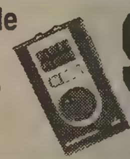

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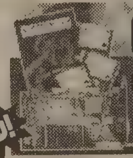

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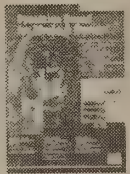

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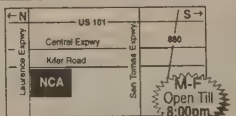

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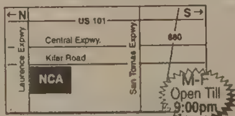

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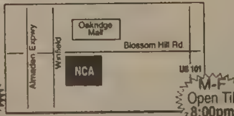

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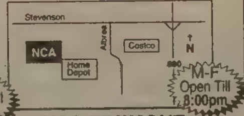

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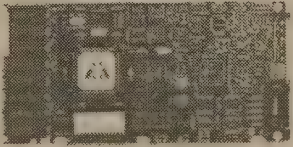

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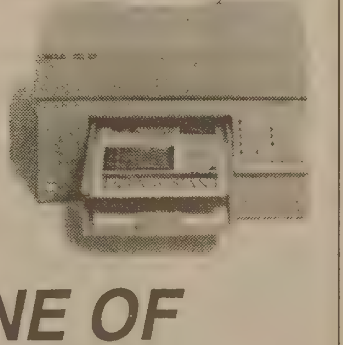

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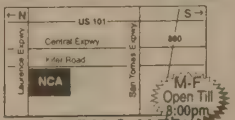

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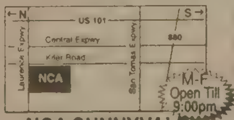

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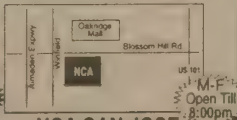

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Hercules

The Fastest Real-World Windows Accelerator

Dynamite

Hercules Picture Windows display lets you change your Windows display setting with a click of a mouse!

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D302	Dynamite Pro 2MB DRAM ISA Bus	$199.95
D701	Dynamite Pro 1MB DRAM VLB	$158.95
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The Complete 64-Bit Solution-SuperStable Refresh Rates up to 150Hz-Unrivaled, World-Class Service & Support

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GT2220	2MB VRAM PCI	$334.95
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GT1002	2MB DRAM VLB	$194.95
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S601E Pro	Stingray VLB 1MB DRAM	$99.95
S801	Stingray PCI 1MB DRAM	$104.95
S901V	Stingray 1MB DRAM PCI	$104.95
S1201V	Stingray Video 64 1MB DRAM PCI	$149.95
S1202V	Stingray Video 64 2MB DRAM PCI	$197.95

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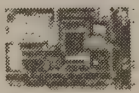

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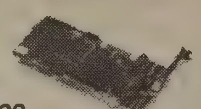

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Revolutionary 64-Bit Architecture - DynaView 2D & 3D - Refresh Rate Up To 80Hz.

Impression Plus Upgrade 2MB VRAM	$210.95
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Impression Plus A/2MB ISA	$419.95
Impression Plus P12/220 PCI 220 Mghtz Ram Deck	$455.95
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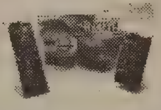
Impression Lite PCI 2	$299.95
Impression Lite VLB 2	$299.95
MILLENIUM PCI 2MB	$339.95

Number Nine Computer Corporation

Excellence in PC Graphics



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9GXe 64 PCI or VLB 1MB/2MB	$169.95/$237.95
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9FX Motion 771 / 531 Graphics Accelerators

9FX Motion 771 PCI or VLB 2MB/4MB	$289.95/$439.95
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9FX Vision 330 VLB OR PCI BUS

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- Resolution exchange
- True hardware zoom
- Place windows
- Stop Box
- Instant status
- ColorPerfect
- Monitor adjustment
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- NEW performance standard with 128-bit acceleration
- 4MB high speed VRAM
- Drawing bandwidth up to 500 million pixels per second
- Two memory windows for simultaneous host and imagine 128 access
- 65,536 colors (16BPP) up to a resolution of 1600x1200 pixels 16.8 million colors (32BPP) up to 1152X864 pixels
- Refresh rates up to 100Hz
- Simultaneous processing of sixteen 8-bit , eight 16-bit or four 32-bit pixels

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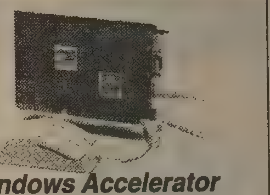

WIN TURBO 64-BIT, *Windows Accelerator*

2MB VRAM, 16.7 million colors, 1280x1024, Full Acceleration up to 16.7 million colors, Flicker free to 100Hz, Winswitch instant mode switching

ISA, PCI or VLB

$275.95

GRAPHICS EXPRESSION, *Windows Accelerator*

2MB DRAM, 16.7 million colors, 1280x1024, Multimedia video accelerator, multiple Bus support, 75Hz refresh

ISA, PCI or VLB

$199.95

1MB DRAM........ $149.95

GRAPHICS WONDER, *Windows Accelerator*

1MB DRAM, up to 16.7 million colors, up to 1280x1024, 76Hz flicker free display

VLB

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While Supplies Last!

GRAPHICS PRO TURBO 64

VRAM, Fast 64-Bit acceleration, Windows mode switching, enhanced Windows operation, flicker free refresh.

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Jazz Multimedia **Jakarta**

MPEG Video

NEW!

Graphics Accelerator

- Dramatically accelerates all Multimedia CD's including games & MPC titles
- 2MB window accelerator
- 24-bit, 16.7 million colors
- Plays full motion, full screen MPEG Video CDs with CD quality sounds
- Available in PCI or VLB

$379.95

Port of Entry

- Direct connect expansion card for Jakarta
- Cable-ready television tuner
- Channel presets-select groups of channels such as sports, news, or comedy-then select from only those channels
- Frame capture, video capture
- Three video inputs and two stereo audio inputs

Works with Jazz MPEG video only!

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Projector

- Enjoy thousands of software titles, PC games & MPEG Video DC movies that play on your PC-and watch them on your TV
- Tape any software program or presentation right off your PC screen to VHS, BETA or Hi-8 videotape anywhere
- Use low-cost TV monitors for presentations

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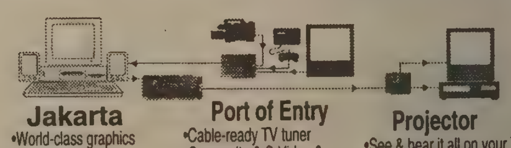
Jakarta Bundle-Includes Jakarta & Port of Entry in one package!...... $499.95



Jakarta
- World-class graphics accelerator
- Video for Windows & Quicktime acceleration
- Hardware MPEG video & audio playback

Port of Entry
- Cable-ready TV tuner
- Composite & S-Video & capture
- Simple software-controlled input selection for games, TV & video

Projector
- See & hear it all on your TV!
- Record it to your VHS, Beta or Hi-8 videotape
- Composite, S-Video & audio outputs

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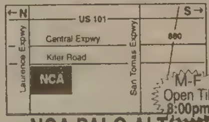

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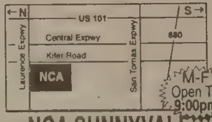

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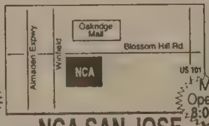

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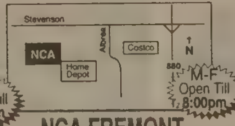

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State of the Art

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- 15" RGB color monitor w/built in stereo multimedia speakers
- 1280X1024
- Non-Interlaced
- TCO compliant
- .27dpi

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ViewSonic-15ES 1024 x 768 .28	$\$364^{95}$
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- 1280x1024 .27dpi
- Non-Interlaced
- Flat Screen

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ViewSonic-17GS 1280x1024, .27, TCO, 50-160Hz	$\$785^{95}$

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- 1600x1280, .28dpi
- Non-Interlaced
- Dual Page Display

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ViewSonic-20G 1600x1280, digital controls, DQ-DAF Gun	$\$1318^{95}$

ViewSonic-21PS
- 21" Color Monitor
- 1600X1280
- .25dpi
- Non-Interlaced

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- 1280x1024, .28dpi
- Flat Screen
- CM1587

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- 1600x1200, .26dpi
- Flat Screen
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14" SVGA MONITOR
- Non-Interlaced
- .28dpi
- 1024x768
- Energy Star Compliant

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- 1280x1024
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Affordable Quality Monitors

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- 1600x1280
- .26dpi
- Non-interlaced
- "The Green Monitor"
- Low Radiation

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- 14" Trinitron Color Monitor
- .25dpi, MPR-II
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- 1280X1024, .25dpi
- Non-Interlaced

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GDM-17SE1
- 17" Color Monitor
- 1280X1024, .25dpi
- Non-Interlaced

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CPD-17SF
- 17" Color Monitor
- Max. Res. 1280x1024, .25dpi
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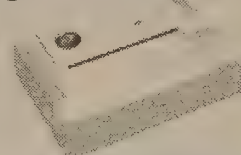

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- 3-1200 DPI scanning resolution
- Line Art, 256 Gray Scale & 24-bit Color scanning
- TWAIN compatible
- No AC power required
- 24-bit processing
- Access to 16.8 million colors
- Single pass scanning
- Small foot print
- Auto diagnostic installation
- 30 page auto document feed
- Software included:
  - OmniScan SE
  - Image Assistant
  - WinFax Pro Lite

$499⁹⁵

SF12C: Image Reader 1200dpi color full page single-pass 24-bit color scanner with image Pals Go LE imaging editor, Photo Album for image compression& storage, Interpreter 3.5 OCR, TWAIN compliant and INFO Technician for no fault installation.

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- Optical Character Recognition
- TWAIN compatible
- No AC power required
- 24-bit processing
- Access to 16.8 million colors
- Single pass scanning
- Small foot print
- Auto diagnostic installation
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  - Desktop Publishing
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- Meets Swedish MPR II standard for reduced emmissions
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Pivot without closing applications!

For Mac & PC

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15" Color SVGA Monitor-w/one year full replacement warranty direct from Portrait Display Labs! .28dpi, 75Hz, up to 16 million colors and maximum 1024x768 resolution

$549⁹⁵

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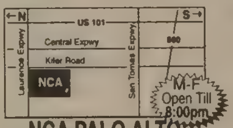

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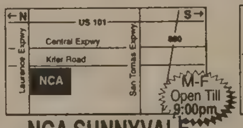

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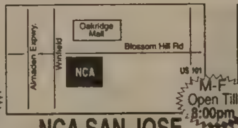

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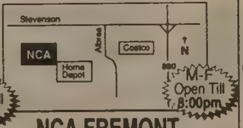

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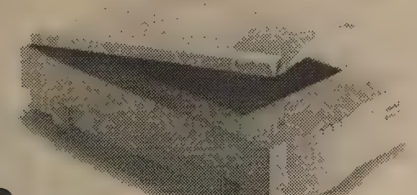
UMAX®

The Magic of Color™



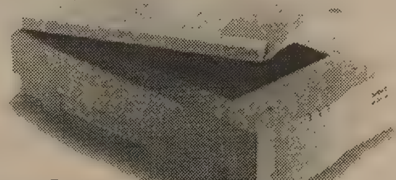
T-630

Your Affordable High Performance Color Scanner

- The Vista-T630 is the fastest 3 pass scanner on the market today
- Full spectrum cold-cathode lamp for longer life
- 4800 dpi maximum resolution with UltraView technology
- Transparency adapter available
- Document feeder available-50 page

PC Software	MAC Software
•ImageFolioLE	•Color-IT
•Maxsoft's Wordlinx 2.0	•Wordlinx 2.0
•Corel Professional Photos	•Corel Professional Photos
•Microsoft Home CD Sampler	•KPT Power Photos CD Sampler

$489.95



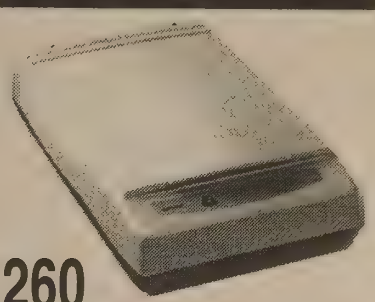
Vista-S6

The New Low-Cost, High Speed Single-Pass Scanner

- 4800dpi high resolution
- Single pass with single cold cathode lamp technology
- De-screening, auto-sensity adjustment, filtering function
- Choice of 2 exciting software bundles
- TWAIN compliant
- Built in SCSI-II interface w/256K bus caching buffer
- Micro-stepping optical transmission for faster speed
- MagicMatch color management system
- Optional UTA

PC Software	MAC Software
•Adobe Photoshop LE	•Adobe Photoshop LE
•Omni Page Direct	•Omni Page Direct
•SCSI card/cable	•SCSI cable & terminator
•TWAIN	•Power cord

$665.95



UC-1260

High Resolution Color Scanner

- Legal size scanning area
- 9600 dpi with Ultra-View Technology
- De-screening, auto-density adjustment, filtering function
- Choice of 2 exciting software bundles
- Batch & multiple scan capabilities
- TWAIN compliant
- Built in SCSI-II interface w/2MB bus caching buffer
- Optional ADF and UTA

PC Software	MAC Software
•Adobe Photoshop LE	•Adobe Photoshop LE
•Ultra View-interpolation software 9600dpi	•Ultra View-interploation software 9600dpi
•Kai's Power Tools SE	•Kai's Power Tools SE
•SCSI card/cable	•SCSI cable
•TWAIN	•TWAIN

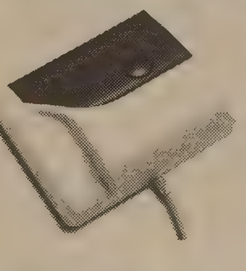
$889.95

BizCard Reader

The Simplest Way to Manage Your Business Contacts

- Parallel interface connection for easy plug & play
- Background scanning/processing
- Reads cards automatically without interrupting your work
- Built-in database manager for easy search & retrieval
- Automatic link to ACTI, PackRat, Lotus Organizer

$175.95

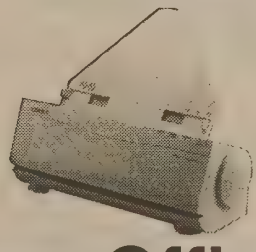


Scan This

Ultimate Color Scanning Experience

- True 24-bit color(16.8 million colors), true 256 gray scale and B&W
- 800dpi
- Scanning width of 4.13 inches
- Auto/Intelligent merge for larger images
- Full size scanning pad with edge guide
- Image editing
- Image manager/browser
- OCR recognition
- TWAIN compliant
- Multiple file formats supported
- Overspeed alarm by LED and buzzer

$165.95



Page Office

Total Solution For Automatic Input

- Easy one-touch button scanning into Fax, E-Mail, Print, Edit & OCR
- 8-bit gray scale, 1 bit line art & text modes
- User programmable input buttons
- Fastest scanner in it's class
- 300 dpi optical resoltution
- PageOffice is the only product available that links the piles of paper on your desk to the power of your PC.

IMAGING MAGAZINE PRODUCT OF THE YEAR 94

NEW! **$385.95**

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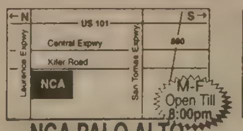

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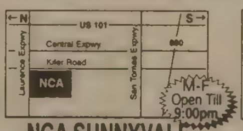

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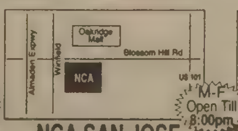

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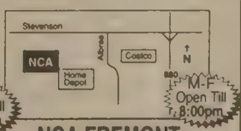

NCA FREMONT
40521 Albrae St. (Next to HOME DEPOT)
Mon-Fri: 10am-8pm; Sat & Sun 10am-7pm
(510) 249-0850 Fax (510) 249-0855

NCA CORPORATE
Corporate, Dealer, Government, Educational, & International:
(408) 522-8672
P.O. FAX(408) 739-2420

MAIL ORDER DEPT.
Call (408) 522-3050

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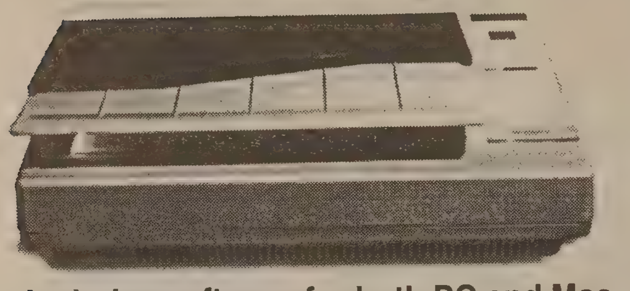
HIGH QUALITY SCANNERS

NEW!

ARTEC®

NEW!

24-Bit True Color Flat Bed Scanner



- Includes software for both PC and Mac

- **SCSI-II/PC or Mac**
- A6000C-Viewstation
- 8.5"x14" scanning area
- 2400x2400 dpi through software interpolation
- Intelligent LCD panel
- Long lasting cold cathode lamp
- 16.8 million colors / 256 grayscale levels

$\$409^{95}$

Handheld True Color Scanner Kit for Windows

$\$159^{95}$

INCLUDES

•SCANNER
-ViewScan™ Color 16M A2000C
-Missing Line Compensation
-MagicStitch &
TWAIN Compatible

•SOFTWARE
-GO-CR - OCR Software
-PhotoStacker Pro - Image Processing Software

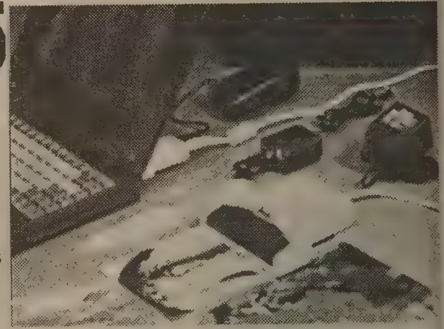
Handheld Grayscale Scanner Kit for Windows

$\$109^{95}$

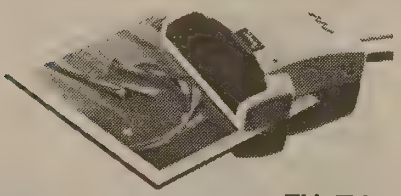
INCLUDES

•SCANNER
ViewScan™ /gray 256
Missing Line Compensation
TWAIN Compatible

•SOFTWARE
-WalkScan™ Boardless Scanner Adaptor for Portables and Desktop PCs
-GO-CR - OCR Software
-PhotoStacker Plus - JPEG Image Processing Software with AutoStitch



Handheld Grayscale Scanner



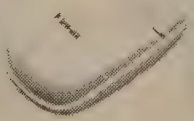
- ViewScan®/256S
- 800dpi
- 105mm scanning width
- GO-CR - OCR Software
- PhotoStacker™ Plus - JPEG Image Processing Software with AutoStitch

$\$69^{95}$

ARTEC® MOUSE

LE280

$\$5^{95}$



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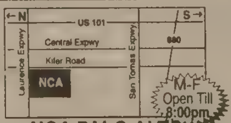

←N
S→
US 101
Central Expwy
Kifer Road
Laurence Expwy
San Tomas Expwy
880
NCA
M-F Open Till 8:00pm

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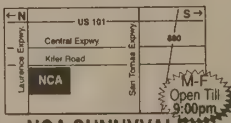

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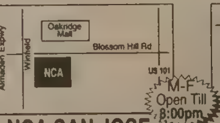

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Blossom Hill Rd
Almaden Expwy
Winfield
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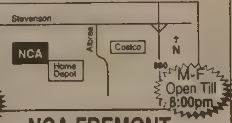

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HIGH QUALITY UPGRADES

Hayes®

The Fastest Hayes™ Modem For Business Communications.

Accura 14.4 V.42 Fast INTERNAL/EXTERNAL	$88.95/$104.95
Accura 28.8 V.34 Fast INTERNAL/EXTERNAL	$179.95/$210.95
Optima 28.8 V.34 Fast INTERNAL/EXTERNAL	$389.95/$419.95

USRobotics®

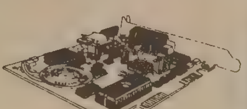
The Intelligent Choice in Data Communications

HIGH SPEED FAX/MODEMS

NEW!

14.4 Sportster Si 14.4 INTERNAL/EXTERNAL	$74.95
Sportster 14.4 V.32/V.42 INTERNAL/EXTERNAL	$84.95/$114.95
Sportster 28.8 V.34 INTERNAL/EXTERNAL	$219.95/$235.95
Courier 28.8 V.34 INTERNAL/EXTERNAL	$389.95/$439.95
World Port 14.4 PCMCIA Fax/Modem	$199.95
Sportster 14.4 PCMCIA Fax/Modem	$185.95
Sportster 28.8 PCMCIA Fax/Modem	$365.95
Mac & Fax 14.4bps External modem for Mac	$119.95
Mac & Fax28.8 V.34 External modem for Mac	$259.95

PRACTICAL PERIPHERALS®



14.4 Internal Modem for PC (MC144HC)	$84.95
14.4 External Modem for PC (MC144MT)	$117.95
28.8 V.34 External Modem for PC (MC288MT)	$238.95
28.8 V.34 Internal Modem for PC (MC288HC)	$219.95
14.4 PCMCIA Fax/Modem	$161.95
14.4 External for MAC (MC144MT)	$124.95

Megahertz™

Linking Your Worlds

14,400 PCMCIA FAX MODEM

NEW!

- 14.4bps. V.42/V.42bis
- Auto Installation
- Hot Insertion
- Cellular Compatiblity
- Includes XJACK,a retractable RJ11 connector that pops out to hook into a standard phone cord
- Fax Software Included

INCLUDES XJACK

$184.95

28.8 PCMCIA FAX MODEM	$399.95

Supra Corporation®

SupraFAXModem

14,400 bps Fax, 14,400 bps Data/V.42bis / MNP5
57,600 bps throughput/ Class 1 Fax, Caller ID

UNLOCK THE WORLD OF DESKTOP COMMUNICATIONS™

EXPRESS

14.4 Plus Internal

14.4 Fax/Modem for PC

Software Included:
COMit™ (Windows)
FaxTalk® (Windows)
CompuServe® Information Manager

NEW!

$74.95

14.4 Plus External

14.4 Fax/Modem for PC

Software Included:
COMit™ (DOS & Windows)
WinFax Lite™ (Windows), FaxTalk® (DOS)
Cables & Manuals

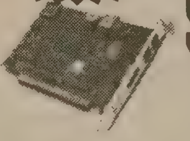
$92.95

28.8 Internal

V.34

28.8 Data 14.4 Fax for PC

Software Included:
COMit™ (DOS & Windows)
WinFax Lite™ (Windows), FaxTalk® (DOS)
Cables & Manuals



$176.95

External 28.8 for PC	$199.95

14.4 Ext. MAC

14.4 Fax/Modem for MAC

- Top-Rated Data/Fax Software.
- Easy to Install, Easy to Use.
- Five Year Warranty
- Cables and Manual

$99.95

28.8 Ext. MAC

V.34

NEW!

The Fastest Modem for the MAC

28.8 Data/14.4FaxModem for MAC

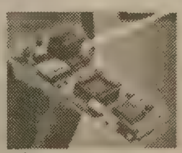
- Software Included:
  - Microphone LT, FAXcilitate™
  - CompuServe Information Manager™
- Cables and Manual.

$219.95

14.4PB Int. MAC

14.4 Fax/Modem for PowerBooks

- 14,400bps FAX/DATA
- V.42bis/MNP 5 • 57,600 bps Max Throuput
- Caller ID, SilentAnswer™
- Works in PowerBook Models 100-180
- Software Includes:
  - °Microphone™ LT
  - °FAXstf™, °Compuserve
  - °Information Manger™, °ARA Scripts • Manuals



$194.95

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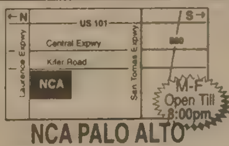

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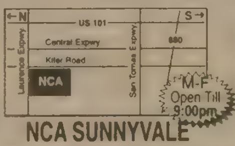

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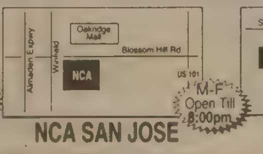

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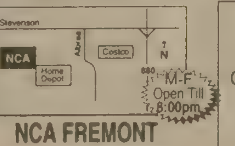

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COMMUNICATIONS

FAX / MODEMS

MOTOROLA

NEW! ISDN Terminal Adapter

- More than twice as fast as the fastest modem
- Access all Internet services at super speeds: over 70,000 bits per second every time
- Acts like a modem, looks like a modem, sets up as easily as a modem...but connects at ISDN speeds
- Simultaneous voice and data on a single ISDN line
- Download digital video clips, music, speeches, high resolution color photographs from the World Wide Web and other Internet services
- Send and receive massive data files fast: desktop publishing documents, spreadsheets, engineering data
- Play interactive games without annoying delays
- Everything you need for ISDN - built in NTI and ISDN line ordering codes
- Works with AT compatible software
- Easy to use and install

Windows '95 Ready

$399.95

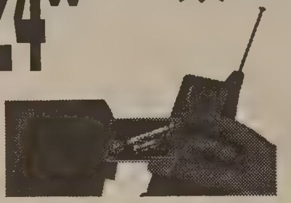
NEW! 14.4 PCMCIA Cellular Modem

- PCMCIA release 2.0 and above, Type II compliant
- Credit card size
- High speed fax modem
- Data rates - 14.4 kpbs to 300 bps; V.32bis, V.32, V.22bis, V.22, Bell 103
- Remote configuration
- V.42bis data compression protocol
- Hayes AT command set compatible
- Low power standby modes provide maximum battery life
- Send/receive faxes at 14.4, 12, 9.6, 7.2, 4.8, and 2.4 kbps
- Fully ITU Group III compatible
- Compliant with ITU and Bell standards to communicate with a large installed base of modems
- Allows configuration of unattended remote modems
- Increases throughput to up to 57,000 bps

* Direct connect to Motorola MC² cellular phones manufactured after 6/92

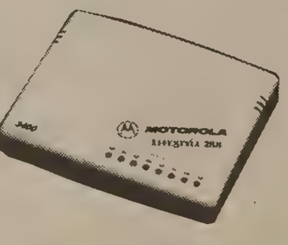
$224.95

No Cellular Adapter Required



NEW! 28.8 Data/Fax Modem

- Powered by Mototola 68356 24-bit data pump with RISC technology
- True ITU V.34 technology
- High speed data modem - 28,000 bps to 300 bps
- ITU V.34, V.32bis, V.22, V.23, V.21; Bell 212, 103
- High speed fax modem with error correction
- Fully ITU Group III compatible; compatible with all Class 1 fax software packages
- ITU V.42/V.42bis and MNP 2-5 error correction and date compression
- Automatic rate adaption - adjusts the speed up or down for line conditions
- Caller ID, password, callback security and help screen functions
- Hayes compatible commands
- RS232 cable included for MAC version
- No more fuzzy faxes with Clear Fax™
- Asyncronous data rates up to 115,200 bps result in savings on line charges
- Error-free data transfer provides optimum throughput and performance
- Maximizes speed and minimizes errors for the most economical and error-free connection possiblae
- Identifies a caller before you answer the phone with a distinctive ring
- Can record who called while you were out
- Prevent unauthorized connections - supports 2 user defined passwords, and 2 callback numbers
- Online help provides quick command reference with search capability
- Conveneint modem configuration from your keyboard

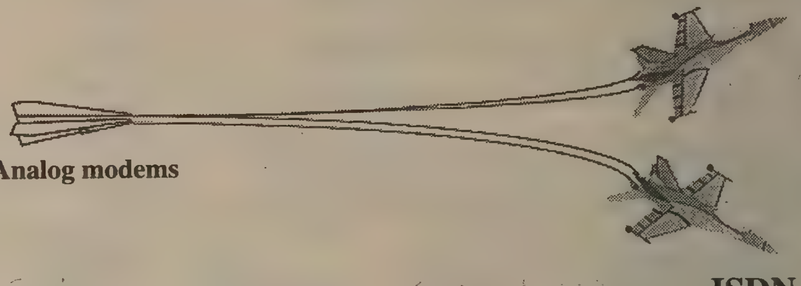


PC INTERNAL	PC EXTERNAL	MAC EXTERNAL
$185.95	$199.95	$214.95

ISDN DIGITAL NETWORK

Pacific Bell FasTrak℠ ISDN*:

Order your ISDN at NCA. You need the speed for the Internet and dialing into your corporate network; ISDN is the answer. See NCA for ISDN, or for more information on ISDN, call **(800) 4PB-ISDN**



Technology	ISDN BRI
Product	**ISDN** Single line ISDN for business includes one metered business line **Home ISDN** Single line ISDN for home
Monthly	**ISDN:** $24.82 + usage / $26.04 if multiple lines **Home ISDN:** $24.50 + usage[2]
Installation	**ISDN:** $125[1] plus $70.75 for one metered business line **Home ISDN:**$125[1] plus $34.75 for one metered residence line

PACIFIC BELL.

1) Waived for a 2-year service period
2) Usage charged between 8AM-5PM, Monday through Friday
* Tariff name change from Switched Digital Service Integrated Services Digital Network (SDS ISDN) to ISDN - pending regulatory approval

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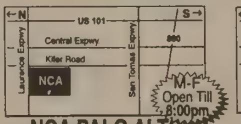

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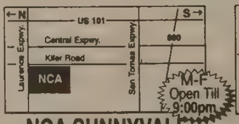

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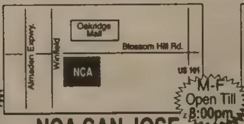

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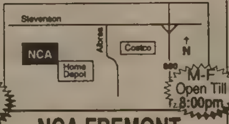

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- F09HLD8415
- Lightweight 12.1 ounces
- 75 minute talk time
- 30 number memory
- Automatic redial
- Flip answer & end
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DPC-950

- F09HLD8495
- Only 8.7 ounces
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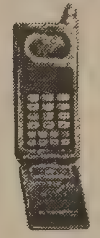

- 76198WNTBA
- 5.9 ounces with battery
- Optional VibraCall alert
- Noise cancelling microphone
- One touch emergency dialing
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- F09HYD8393
- Lightweight
- Optional VibraCall
- One-touch emergency dialing
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The Ultimate Cellular Phone!

- 76330WNXBA
- 3.9 ounces!
- Built-in answering machine
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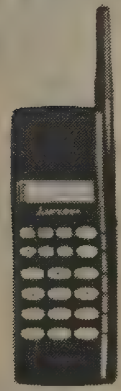

- 99 memory locations
- Alpha numeric entry
- 7.7 ounces w/battery
- Hand-held
- Retractable antenna
- 10 secret memory locations
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- 5 last number redial locations w/time stamp
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- Pager mode with time stamp
- Much, much more....-see store for complete details!

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CP 7500

- 7.9 ounces!
- Liquid crystal display
- 99 memory locations
- Alpha numeric entry
- One touch redial
- Timer features
- Signal level meter
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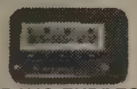
MOTOROLA



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BRAVO EXPRESS

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- Small pocket size
- Musical alert
- Bright colored housings
- 12/24 hour timekeeping
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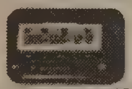
- Message timestamping
- Message slot number
- Memory storage when off
- Front mount display

MOTOROLA



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- Alpha numeric
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- Automatic pager on/off
- Message timestamping
- Message slot number
- Memory storage when off
- Front mount display

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- Small pocket size
- Vibrate alert
- Message timestamping
- Message slot number
- Low battery indicator
- Backlighted display
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- Small pocket size
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- Message timestamping
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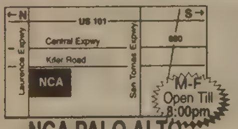

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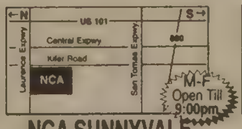

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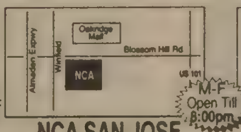

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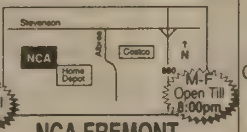

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1MBX9	60ns	3Chip	$Call
1MBX9	60ns	9Chip	$Call
4MBX9	80ns	9Chip	$Call
4MBX9	70ns	3Chip	$Call
4MBX9	70ns	5Chip	$Call
4MBX9	70ns	9Chip	$Call
4MBX9	60ns	9Chip	$Call
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4MBX8	80ns	8Chip	$Call
4MBX8	70ns	8Chip	$Call
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2-VLB Slots, 256K Cache (up to 512K)
0MB up to 64MB RAM uses 30pin & 72pin SIMMS
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2 Enhanced IDE on Local Bus, 3 PCI slots, 5 ISA Slots 256K Cache, 0MB up to 128MB RAM Uses 72pin Simms, Green PC, ZIF Socket, SIS Chipset, Award BIOS

MPXS-486: 486PCI — $149

NEW!

2 EIDE-I/O, 3 PCI slots, 5 ISA Slots, 256K Cache, 0MB up to 128MB RAM uses 72pin Simms, Green PC, ZIF Socket, SIS Chipset, Award BIOS

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3 PCI, 5 ISA slots 256K Cache up to 1MB, 0MB up to 128MB RAM uses 72pin Simms ZIF Socket, SIS Chipset, Award BIOS, GREEN PC

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3 PCI, 5 ISA slots 256K Cache up to 1MB, 0MB up to 128MB RAM uses 72pin Simms ZIF Socket, SIS Chipset, Award BIOS, GREEN PC

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NEW!

TRITON Chipset, Integrated IDE-I/O
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- Uses 72 pin SIMMS
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- SMC 37665GT Super Multi-I/0 Chip
- 1 2.88MB Floppy Port
- 2 16550 Fast UART Compatible Serial Ports
- 1 EPP, ECP parallel Port • 256 Cache

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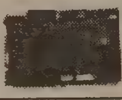

- Neptune Chipset
- 256K Cache
- Uses 72-pin SIMMS
- Award BIOS

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PCI 486 Motherboard — $269

- Three 32bit PCI Slots
- Four 16bit ISA Slots
- Intel PCI 486 Saturn Chipset
- 256K Cache (up to 512K)
- **Integrated NCR 53C810 32 bit PCI SCSI Controller**
- Memory Upto 128MB
- ZIF Socket for future upgrade
- Integrated Hi-Speed Serial Ports/1Parl.

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Triton Chipset

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- Triton chipset
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- 0MB EXP. TO 128MB RAM
- ZIF SOCKET
- USES 72 PIN SIMMS
- INTEGRATED EIDE-I/O

CPU Sold seperately

PCI Pentium 75/90/100 — $195

- 3-PCI SLOTS •256K CACHE
- 0MB EXP. TO 64MB RAM
- ZIF SOCKET
- UMC CHIPSET
- INTEGRATED EIDE I/O
- USES 72 PIN SIMMS
- AMI BIOS

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486DX-PCI — $125

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- INTEGRATED EIDE-I/O
- 256K CACHE • 0MB EXP. TO 64MB RAM
- ZIF SOCKET • BIOTEQ CHIPSET
- USES 72 PIN SIMMS
- AMI BIOS • SUPPORTS DX4

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- USES 30 PIN OR 72 PIN SIMMS
- AMI BIOS • SUPPORTS DX4

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PCI PENTIUM 75/90/100/120/133 — $299

- 256K Cache UP TO 1MB
- 3 PCI slots, 5 ISA slots
- 72 pin SIMMs (up to 128MB)
- ISA IDE port (2 IDE devices)
- ISA Floppy port (2.88MB supports)
- 2 high speed 16550 serial ports
- 1 ECP/EPP parallel port

Integrated Adaptec 2940 SCSI-2
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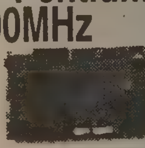
INTEL TRITON PENTIUM 75 UPTO 200MHZ — $319

- 256K Cache UP TO 1MB
- 3 PCI slots, 4 ISA slots
- Supports COAST (pipelined burst cache SRAM)
- Supports Intel P54C/P55C Cpu's
- 72 pin SIMMs (supports burst EDO DRAM)
- ISA IDE port (2 IDE devices)
- ISA Floppy port (2.88MB supports)
- 2 high speed 16550 serial ports
- 1 ECP/EPP parallel port

Integrated Adaptec 2940 SCSI-2
Built-in Voltage Regulator Modulars
CPU Sold seperately

NCA's High Quality

PCI/VLB Pentium 75/90/100MHz — $169



- 256K Cache
- 4 PCI slots
- OPTI Chip Set
- ZIF Socket
- Uses 72-Pin Simms
- Green PC

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- TRITON Chipset
- 256K Cache
- 0MB UP TO 128MB
- ZIF Socket
- Uses 72-Pin SIMMS
- 3-PCI Slots

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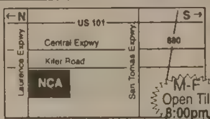

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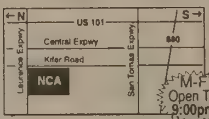

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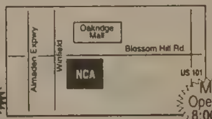

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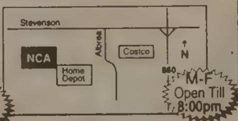

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I extend to her the welcome mat on behalf of BMUGers around the world, and thank her for bringing her talent and energy to our organization. Welcome!

Bytes And Pieces

Here are a few choice items that crossed my desktop recently:

- Here are two secret tricks of the 9500 (some people call them Easter eggs, but I'm more ecumenical). Type the words "ROM image" in a drag-and-drop-capable application (e.g., the new Note Pad), select the words and drag them onto the Desktop. It brings up a photo of the firmware team.

The second is very similar, but requires the words "Secret About Box." As you may have guessed it brings up the latest wild incarnation of the secret About Box.

- Terry Wilson of the Princeton Macintosh Users Group recently wrote a great tip in their newsletter, the *PMUG Dialog*. He said if you're sending a file to someone on a floppy disk, make two copies of the file if there's room. If there's a problem opening or copying the first file, the second file may not have the problem.

Sometimes there are errors in alignment or speed that can screw up a file. Terry suggests that to avoid confusion, the copy can be hidden in the trash, but not emptied. If there's a problem, you can tell the other person where to find the copy.

It's always a good idea to format a floppy before using it for some important purpose—like simply copying a file! I've seen many diskettes that have been sitting on the shelf for a long time that appear fine in the Finder, but are actually damaged. System 7 uses a better verification scheme than System 6, so it's not a bad idea to reformat floppies regularly.

- Here's the trick to force a Power Mac 8100 or later model to boot off of a CD-ROM. Simply hold down the "c" key at startup. It actually makes sense, which is the most frightening thing....

Shareware Spotlite

Floating around Planet BMUG and other online services are various extensions and folder icon sets that give you some of the look and feel of the forthcoming Copland OS (check out last month's column for Copland info).

Gregory Landweber, the author of Greg's Buttons and DoubleScroll, has come up with Aaron, a cool $10 shareware extension that gives you the Copland 3-D style right now. It comes with the Espy Sans Bold 10 font that Apple's Human Interface group reportedly says is easier to read than the usual Chicago 12 font. It can be used as the regular Finder font by selecting it in the Views control panel.

The software draws the menu bar and menus with a light gray background, and push buttons, check boxes, and radio buttons are drawn using a shaded 3-D effect. The most obvious change is the automatic use of the upright Copland folder icons.

Aaron is still in beta (shareware testing is a community effort) so if that bothers you, just find one of many folder icon sets floating around the Net. It's easy to copy and paste icons in System 7's Get Info box (just remember that you have to click on the icon to select it). ■

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What Is BMUG?

BMUG is an educational, nonprofit, consumer advocacy group organized to share information and provide critical direction to users and developers in the computer community worldwide. It is an independent advocate, not affiliated with any manufacturer, delivering trustworthy information and useful products.

Like any growing organization, it is many different things to its fifteen thousand international members. BMUG supports many special interest groups (SIGs), 18-line Planet BMUG and 11-line BMUG Boston BBSes, a software library, weekly meetings, publications, and much more. BMUG also puts out a semi-annual 500-page book that we call our "newsletter."

Our motto continues to be: *We're in the business of giving away information.*

Come and join in the dialogue at the BMUG main meeting every Thursday evening, 6:30–9:30 (or whenever we finish), on the UC campus. BMUG West and BMUG South are monthly meetings held in San Francisco and San Jose. Check the Announcement Line at (510)549-2684 ext. 8.

The BMUG Office, 2055 Center Street (a half block from the BART station), is open to the public 8:30 am–4:30 pm. Please come by, say hello, and meet other members.

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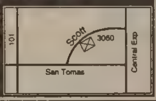

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PC Graphics Adaptor Primer

continued from page 136

OS/2 with the Imagine, their graphic performance will equal or exceed graphics performance in ordinary Windows 3.1. Note: For pure text-based performance under DOS, the Imagine 128 is a bit slower than the other cards reviewed here.

Spider Graphics makes a wide variety of solid video cards for price-conscious consumers. The Tarantula 64 is the top of their line. The Tarantula is available in both PCI and VESA versions in both 2MB and 4MB configurations.

The Tarantula supports screen resolutions up to 1600x1200 and unlike the Number Nine cards allows both interlaced and noninterlaced configurations. The utilities included with the Tarantula allow you to switch video resolutions on the fly without restarting Windows. Utilities for gamma color correction, monitor adjustment, and green monitors are also included, along with a Windows screen saver. The driver kit includes support for Windows 3.1, Windows NT, OS/2, TurboDLD, and a variety of DOS application drivers.

Spider also makes a less expensive "Lite" version of the Tarantula with 1MB of VRAM that supports resolutions of up to 1280x1024. Spider makes a wide variety of 1MB and 2MB cards for VESA and ISA machines based on the popular Cirrus Logic 54xx chipset.

The Eagle card from Logical, Analytical Systems has an extremely competitive price for the features and performance it offers. It is shipped in a PCI version, only in both 1MB and 2MB DRAM configurations. The 2MB version tested here is more than adequate for use on a 256-color business system. The Eagle's performance in the 16.7-million-color modes is not up to the 64-bit engines offered in the other cards, but it is acceptable for casual use. When run on a Pentium system, the enhanced CPU capability can compensate for the inherently slower 32-bit bus.

The card includes drivers for Windows 3.1, Windows NT, and OS/2, as well as standard drivers for AutoCAD, TurboDLD, and a variety of other DOS applications. The card supports resolutions up to 1280x1024 with a vertical refresh rate of 50-75Hz in noninterlaced mode. The only bundled Windows utility is the resolution switching program.

Logical, Analytical Systems does not currently maintain a BBS, but the card uses the Tseng W32p chipset, which is widely supported. New drivers and utilities can be downloaded from the Tseng BBS, or from any other OEM source that supports this chipset. ■

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#9GXE64 Pro, $399 (2MB)
Imagine 128, $999
Number Nine Computer Corp.
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Tarantula 64, $499 (4MB)
Spider Graphics, Inc.
580 Charcot Ave.
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Spider also makes the Tarantula Lite, Spider 64, Black Widow Plus, 256 Cache, and a variety of other 64-bit, 32-bit, and ISA cards.

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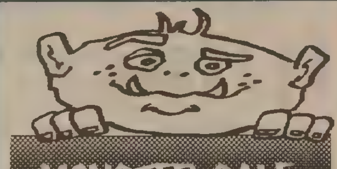

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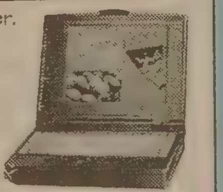

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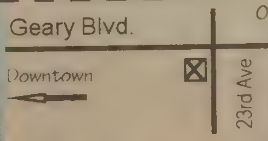

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- 4MB Main Memory
- IDE Floppy/Hard Disk Controller
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- 32 Bit SVGA Graphic Card w/1MB
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- Multimedia 16 Complete Kits
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- 4MB Main Memory
- IDE Floppy/Hard Disk Controller
- 2 Serial, 1 Parallel Printer Ports
- 1.44MB Floppy Drive
- 420MB Hard Disk
- PCI SVGA Graphic Card w/1MB
- 14" Non Interlaced SVGA Color Monitor (0.28)
- 101 Keys Enhanced Keyboard
- Multimedia 16 Complete Kits
- True 16 Bit Stereo Sound Card
- 4X Quad Speed CD ROM Drive
- Pair of Shielded Stereo Speakers
- 1 Encyclopedia CD Title

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AMD 486-66MHz System	$1029
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- Pentium 586 PCI Main Board
- 256KB External Cache Memory
- 8MB Memory
- PCHDE Enhanced Controller
- Hi Speed I/O
- 2 Serial, 1 Enhanced Printer Port
- 1.44MB Floppy Drive
- 850MB Hard Disk
- PCI SVGA Card w/1MB RAM
- 15" Flat Screen SVGA NI Color Monitor (0.28)
- 101 Keys Enhanced Keyboard

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Upgrade to Intel Triton Chip Set	**Add $39**
Upgrade Monitor to 15" Sony OEM Monitor (Trinitron 0.25 Tube)	**Add $129**

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- 8MB Main Memory
- PCHDE Enhanced Controller
- Hi Speed I/O
- 2 Serial, 1 Parallel Printer Port
- 1.44MB Floppy Drive
- 850MB Hard Disk
- PCI SVGA Card w/1MB RAM
- 15" Flat Screen SVGA N.I. Color Monitor (0.28)
- 101 Keys Enhanced Keyboard
- Multimedia 16 Complete Kits
- True 16 Bit Stereo Sound Card
- 4X CD ROM Drive
- Pair of Shielded Stereo Speakers
- 1 Encyclopedia CD Title

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P75/90/100/120MHz	$599/699/799/1099
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- Mini Tower Case w/230W PS
- Keytronic Enhanced Keyboard
- Logitech/Microsoft Serial Mouse w/Pad

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Pentium 90MHz	**$1430**
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- **15" GVC Monitor Digital NI 1280x1024 .28dpi Monitor**
- Mini Tower Case w/230W PS
- 101 Enhanced Keyboard
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SCSI 2.1GB Fast	$879

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ATI PCI 2MB VRAM	$285

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14.4 Int Voice/Fax/Modem	$59
28.8 Int/Ext	$95
Zotrix 28.8 Int/Ext/V.34	$139/$155
US Robotics Int 14.4	$89
US Robotics Int 28.8 w/V.34	$215

Keyboards

Focus Click Key w/Calculator	$49
Keytronic 101 Key	$35
Microsoft Natural KB	$89
Maxiswitch 101 KB	$35
101 Enhanced KB	$19

Mice & Cases

MS Compatible	$15
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Logitech First 3 Button	$22
Logitech Trackball	$59

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Windows For WorkGroups	$45
Microsoft Office CD & Bookshelf Professional	$309
Paradox For Windows CD Version 5.0	$299

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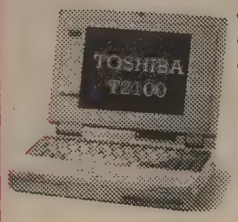

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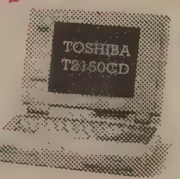

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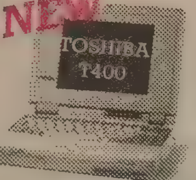

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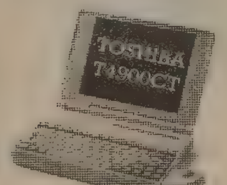

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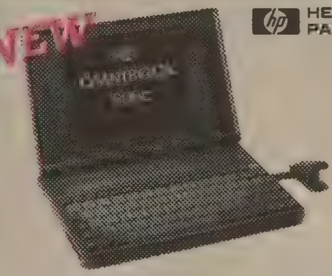

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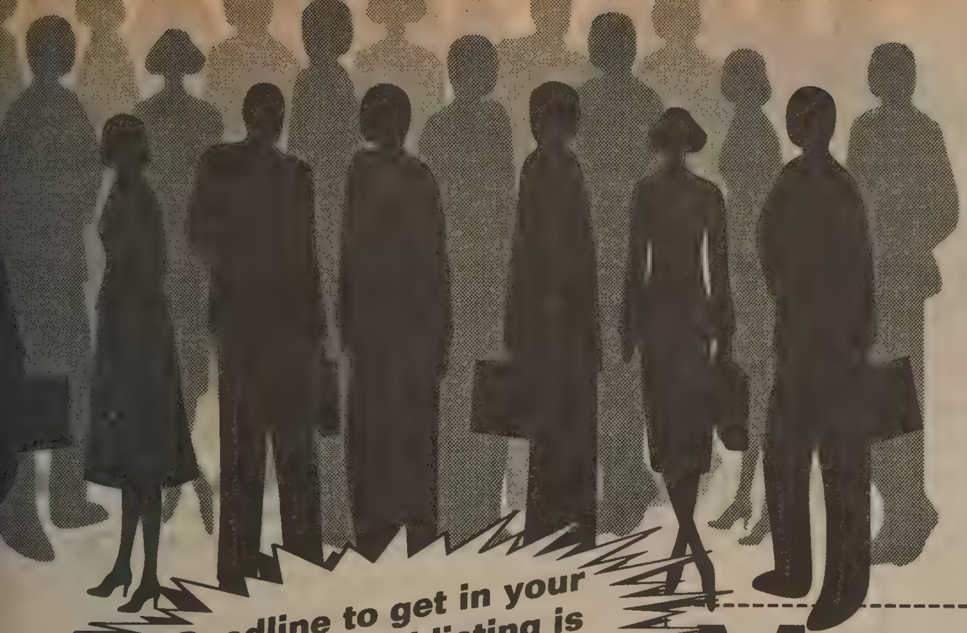

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** Figures based on data compiled through an independent reader survey, conducted by Research USA, Inc., May 1995.*

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What is your specialty?

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☐ Training
☐ Web Page development
☐ Video
☐ Software
☐ Notebooks
☐ CD Titles
☐ Desktop Publishing
☐ Software development
☐ Networking
☐ Peripherals
☐ Multimedia
☐ Mobile Office
☐ Internet Provider

List your top 3 specialties and in-house expert for each:

Specialty	**Expert**
1. ____________	____________
2. ____________	____________
3. ____________	____________

What software operating systems does your business support?
☐ Windows (specify) ____________ ☐ MS-DOS ☐ UNIX ☐ OS/2 ☐ Macintosh

What special value-added services (e.g., service, training, support, warranties, return policy, etc.) does your business offer? *(Please keep responses under 25 words or we will edit them to fit available space.)*
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Are you a vendor-authorized sales, service, training, and/or support source?
If so, please list up to five vendors (e.g., Apple, IBM, Novell, Hewlett-Packard, Compaq) who have authorized your business to provide these services, and check the areas for which you're authorized.

Vendor	**Sales**	**Service**	**Support**	**Training**
1. ____________	☐	☐	☐	☐
2. ____________	☐	☐	☐	☐
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4. ____________	☐	☐	☐	☐
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I certify that all the statements made in this survey are true.

Name: ____________ **Signature:** ____________
Title: ____________ **Date:** ____________

Realizable Fantasies

continued from page 26

Playboy Channel, fully scrambled XX and XXX telecommunicated videos, or digitized images of completely legal art and gallery photos.

Academic, psychological, and law-enforcement discussions of pornography, rape, sexual dysfunction, and any other sex-related issues—if conducted online—may cost $100,000 and two years. Dr. Ruth better stay offline, and no *National Geographic* online.

And then there are public court records: Transcripts of prosecutions under this statute must obviously be prohibited online, since—if the prosecution is to be successful—the transcripts *must* present material that is **"obscene, lewd, lascivious, filthy, or indecent."**

Bottom line: ***Freedom of expression that is protected in its voice and print forms, is to be controlled by government censors when aided by electronics.***

The so-called family-oriented Republicans, zealously supported by numerous Democrats such as our own Senator Dianne Feinstein, want to make damned sure that families are prohibited from exercising discretion or control over what their children see or hear.

Where sex is concerned, only the government knows best.

No Chance For You To Violate The Law

Just in case you decide that you want to express yourself online in terms that Exon and his ilk might find annoying, Sen. Trent Lott (R-MS) is planning an amendment to make Internet service providers liable for all Internet content.

I mean, after all, who needs tax-paid Thought Police for massive surveillance, eavesdropping, and patrolling, when you can threaten prosecution and fines to terrify communications providers into suppressing all possible content of all communications that might offend or annoy someone, somewhere?

And note that the whole push of the lobbyist-purchased Telecom Dereg Act (S.652)—that should more accurately be titled the Telecom Cartel and Monopoly Support Act—is to functionally guarantee that most control of content and conduit is in the hands of a few giant corporate communications cartels.

Then, it will be *so* much easier to force them to establish universal censorship service.

Honest! *There is an explicit exemption granted if it's commercial sex for adults.*

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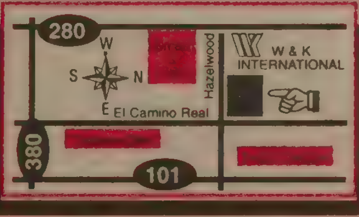

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Surveillance and prosecution will be made even easier because the first hundred million dollars was about to be appropriated in mid-June—of the $500,000,000.00 authorized last year for the required National Wiretap System—to make it more comfy and convenient for federal, state, and local cops, deputies, constables, clerks, and secretaries to wiretap anywhere, anytime, even though there are less than eleven hundred court-authorized wiretaps per year, nationally.

They'll have to find *something* to prosecute to show that half a billion dollars wasn't an outrageous waste. What better than some media-grabbing censorship cases?!

The Censors' Bandwagon

Media-seeking senators *love* sex:

- Fresh from his gleeful attack on Hollywood sex, Sen. Bob Dole (R-KS)—plus Coats (R-IN), Grassley (R-IA), McConnell (R-KY), Shelby (R-AL), and Nickles (R-OK)—have introduced the "1995 Protection of Children from Computer Pornography Act" (S.892).

Entirely ignoring the manner in which Internet files and forums are anonymously shared, globally, and the fact that Internet service providers have absolutely no way to identify whether a user somewhere on the Internet is an adult or a minor, S.892 will make carriers liable for shielding everyone under 18 from any, "Utterance of indecent or profane language by radio communication; transmission to minor of indecent material from remote computer facility, electronic communications service, or electronic bulletin board service."

> California's Senator
> *Di Feinstein also wants to censor all chemistry, agricultural, mining, and construction information on the Net that could be used to facilitate bomb-making. Mad bombers will have to use the printed instructions that are much easier to obtain anyway.*

Dole et al., have obviously concluded that government must replace parental oversight.

- At press time, Sen. Dan Coats (R-IN) was about to introduce the "Internet Pornography" bill that, "Would rid society of the problem of pornography on the Internet."

Lest the Republicrats in the Senate get all the credit for pandering to the zealots who are eager to police others' thoughts, Rep. Tim Johnson (D-SD) introduced companion legislation in the House, HR1004.

- California's Senator Di Feinstein also wants to censor all chemistry, agricultural, mining, and construction information on the Net that could be used to facilitate bomb-making.

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3314A-03 Mgmt. Module w/Basic SNMP	2,064
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FRYE NetWare Mgmt 1st/Add Svr	337/277
HEWLETT PACKARD OpenView Interconnect	2,070
OpenView Workgroup Manager	1,420
INTEL LanDesk Manager	1,047
LanDesk Mgmt Suite 5users/10/100	438/584/3,469
LanDesk SNMP Gateway/Response	578/717
LanDesk Traffic Analyst	718
LanDesk OpenView for Windows	1,789
NOVELL Lanalyzer for Windows v2.1	1,100
NetWare Management System	1,692
NetWare Management Agent (Single)/20PK	338/5,382
NetWare LANalyzer Agent v1.0 (Single)	1,008
NetWare LANalyzer Agent (Multiple Segment)	1,692
NETWORTH HubView or HubView for NMS	733

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XL1503 (1BNC/1RJ11/1AUI)	1,104
XL1504 (4BNC/4RJ11/1AUI)	2,850
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Quad/Octo Port Repeater (4 BNC/8 BNC)	368 662

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ARCADA Backup Exec Single Server 25 Users	339
Backup Exec Single Server Unlimited Users	472
Backup Exec NetWare Enterprise NLM	871
CHEYENNE ARCserve v5.01 NLM 5/10	261/511
ARCserve 25/50 users	882/1,082
ARCserve v5.01 100/250 users	1,198/1,503
ARCserve v5.01 500/1000	2,551/5,842
Changer Option for v5.0/Stacker Option	456/470
PALINDROME Backup Director NLM 1 SVR (25 Users)	256
Backup Director NLM 1 SVR	585
Backup Director NLM Multi-Server	1,011
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Storage Manager Single Server/Multi-Server	1,435/2,522
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Lanrover/2E Plus	2,501
Lanrover/E 3.5 8prt	3,847
Lanrover/E Plus Async 8prt w/o modems	5,179
Lanrover/E Plus 8-port v.34	7,898
DIGI INTERNATIONAL Digi 2-Pt/4-Pt/8-Pt	200/455/588
U.S. ROBOTICS 2-port Lan Modem Enet/TR	1,590/1,986
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ISDN PC card w/Compression/w/ Comp. & NT1	466/621
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ISDN Remote Office 4 IP w/NT1	931
ISDN Remote Office Unlimited w/NT1	1,318
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CISCO Systems LAN2LAN Personal Office ISDN-BRI	506
LAN2LAN Remote Office ISDN-BRI	1,412
LAN2LAN Enterprise ISDN-BRI/4 BRI	1,925/3,995
DIGI Datafire 16 Bit ISDN (PPP)	409
PC IMAC ISDN	533
PC-IMAC Multiport ISDN/4-1/4-2/4-4	672/1,064/2,092
GANDALF Lanline 5240I ISDN Bridge w/o NT-1	1,895
Lanline 5242I ISDN Bridge w/Analog	1,051
Lanline 5242I ISDN Bridge w/o Analog	830
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CyberSpace Internet+ Card w/NT1	399
CyberSpace Commuter+ Card w/NT1	499
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7845 Extended NT1 for voice/data w/ battery	357
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LANPress THIN/10BT (1PAR/1SER)	362
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JetDirect Combo MIO BNC/10BT	400
JetDirect Token Ring	567
JetDirect EX 3 ports	487
INTEL Netport EL Ethernet/Token Ring	422/588
NetportExpress XL for Ethernet/Token Ring	463/618
MILAN Fastport 3000 1P/1S, BNC/10BT	459
Fastport 3100	710
Fastport 3500X TR Multi-Protocol	654

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CHEYENNE FaxServe 3 NLM 5/10/25	393/717/1,177
FaxServe 3 NLM 50/100 (*New Version*)	1,816/2,533
FaxServe 3 NLM 250/500	3,801/4,982
FaxServe 3 NLM 1000	6,229
INTEL Net Satisfaxtion for 8 fax boards (25 users)	786
Net Satisfaxtion (1000 users)	1,040
DELRINA Winfax Pro for Networks (Server)	125
10/25/50/ Users	675/1,509/2,851
Starter Kit (1 Server, 2 nodes)	274
PURE DATA Satisfaxtion Modem 200/400	244/315
U.S. ROBOTICS Ethernet Fax Server	1,970
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CD-Net for DOS v4.6 (10 Users/WAN)	648
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MICRO DESIGN SCSI Express for NetWare, MDI	599
SCSI Express for NW3/4, Non-MDI(25 Users)	910
SCSI Express for NW3/4, Non-MDI(1,000 Users)	1,332
CD-Rom LaserBank 600CD Ext. Single/Dual	599/1,117
MICROTEST Discport Ethernet/Token Ring	716/1,066
Discport w/NEC Ext. Quad Speed CD-Rom	1,282
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Smart-UPS 2200/3000	1,183 1,901
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PLENUM RG58 or RG62 Cable (1000' min)	350
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MT350 Value Kit/Fiber Solution Kit	1,837/1,482
Penta Scanner Compas Kit	2.706 3.967

Novell Software

Lan WorkPlace for DOS Single 10 Users	309/1.508
Lan Workplace for Mac Single/10 Users	289 1,437
Lan WorkGroup-5/10/20 Users	1,125/1,866/2.613
NetWare for Mac v3.12 200 Users/4.01	685/851
Multiprotocol Router/MPR Router Plus	720/1,032
NetWare NFS Single/5-pk	3,215/10,537
NetWare NFS Starter Kit	1,095
NetWare NFS Gateway 5/10 User	1,040/2 156
Global MHS v2.0 20/50/100 Users	358 648 1 064
MHS v1.5 Network Edition 10/50/100 Users	140 504/733
MHS Multi-Network Edition 10 Users	140
Personal NetWare Single/5-Users	79 279

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Lan Systems License 10 users/50 Users	632 2.883
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Mobile for DOS or MAC	150
Router/Fax	95/1.459
Link to SMTP v2.0/Link to UUCP	2,473/370
MICROSOFT PC Mail Server + 10 Users	485
PC Mail 5/20/100 Users	273/930/3,633
MHS Gateway/PROFS	708/3.405
SMTP/X400/Fax Gateway	3 173 3 194 1 419

Network Utilities

SYMANTEC Anti-Virus for NetWare 10 25	605 1.378
CHEYENNE InocuLAN 20/250 workstations	326/655
InocuLAN Option 25/100/250/1000	133/190/260/325
Utils for NetWare	257
COREL Network (RAID/CDROM/OPTICAL sw)	420
DIRECT ACCESS Network Menu	425
FUNK App Meter	464
FRYE Early Warning System or Lan Directory	339
INTEL LanDesk Virus Protect (Single)	696
LanDesk Virus Protect 4-pk/20-pk	2,070/6,757
MICROTEST Lan Assist or Map Assist	211
SYMANTEC Norton Admin. 5/10 Users	247/438
Norton Admin. 25/50/100 Users	1,068/2,028/3.680

Peer-to-Peer Networking

ARTISOFT LANtastic 6.0 Network Starter Kit	244
LANtastic 6.0 Add-On Kit Coax/10BT	131
LANtastic 6.0 Software Single/5/10 User	99/354/637
LANtastic Management Serv./Advan	144/578
Central Station NetWare	447
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Lantastic for MAC	433
Lantastic for TCP/IP Single/5 Pk	220/883
CorStream 5/10/25/50 Users	699 1.362 2.209/2 754

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LOTUS Notes Starter Pack for NetWare	921
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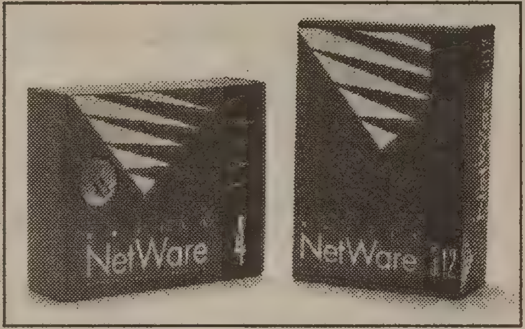

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Realizable Fantasies *continued...*

Mad bombers will have to use the printed instructions that are much easier to obtain anyway—including those published by various government agencies for a wide variety of legitimate users.

Buddy, Can Ya Spare The Time?

For up-to-the-minute online information on Congress's obscene censorship efforts and what you can do to resist these plans to establish clear precedent for government control over all telecommunications content, check out:

Web Sites

URL: *http://www.panix.com/vtw/exon/*
URL: *http://epic.org/*
URL: *http://www.eff.org/pub/Alerts/*
URL: *http://www.cdt.org/cda.html*
URL: *http://www.panix.com/vtw/ct*
URL: *http://epic.org/wiretap*
URL: *http://epic.org/terrorism*
URL: *http://www.cdt.org/policy/terrorism/ terrorism.html*

FTP Archives

URL: *ftp://ftp.cdt.org/pub/cdt/policy/freespeech/00-INDEX.FREESPEECH*
URL: *ftp://ftp.eff.org/pub/Alerts/*

Gopher Archives:

URL: *gopher://gopher.panix.com/11/vtw/exon*
URL: *gopher://gopher.eff.org/11/Alerts*
URL: *gopher://gopher.panix.com:70/11/vtw/ct*

Email:

vtw@vtw.org (put "send alert" in the subject line)
cda-info@cdt.org (General CDA information)
cda-stat@cdt.org (Current status of the CDA)
vtw@vtw.org (with "send help" in the subject line)
wiretap@epic.org

And my own listserv:

GovAccess (subscribe by sending "subscribe GovAccess" to *Majordomo@well.com*).

Shabbir J. Safdar (*shabbir@panix.com*) and his Voters Telecom Watch (VTW) have been *invaluable* in providing the latest information and coordinating much of the mounting opposition that, so far, has been insufficient to stop the Ayatollah look-alikes in Congress.

The Home of the Free is burnin' down, folks. Can ya spare a bucket of water and join the volunteer fire brigade? *We* are all that we've got! ■

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Insights *continued from page 22...*

Therefore, around $500 million this year will come from the area that IBM says is the most important. However, that also means that it will take many, many years for IBM to recoup what it paid for Lotus.

Most hostile takeovers are done with stock swaps; in this case, IBM simply reached into its cash reserves of over $10 billion and pulled out part of it. By offering cash, IBM helped make sure that the deal would go through. Another way that IBM made sure that stockholders would want to sell was by offering almost double of what Lotus' stock was worth. IBM offered $60 (and finally agreed to $64) for each Lotus share that had been selling at $32.50 the day of the takeover bid. As you might imagine, that made virtually all of the previous Lotus stockholders very happy.

But the big question for IBM is whether the future sale of Notes (and the other packages that Lotus still sells) is worth $3.5 billion. The amount of cost savings of combining the two companies is fairly minimal, probably less than $200 million. Lotus had about $550 million in assets, meaning that IBM is paying $2.75 billion for the future sales. Some financial analysts predict that the purchase could lose IBM $100 million per year even if Notes sales go up at a healthy pace.

> If this sounds very much like the early 1980s and the advent of the small business computer, it should.

And, if that dreary prediction comes true, it is very likely that IBM will start cutting costs at Lotus, and possibly start gutting the product's development team. IBM has done it before, and it is sure to do it again in the future. Only if Notes sells spectacularly well should users expect to see IBM Notes in 1997 look like what Lotus Notes would have looked like without the purchase. As for Lotus's other products, the purchase by IBM could mean anything, although the likely result will be neglect or selling the SmartSuite to another software company. ■

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ADI 4GP	375
ADI 5EP	670
NEC XE 15	599
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Nanao 17" T2-17TS	999

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MicroLine 591 24-pin narrow	599

Panasonic

KXP 2023 24-pin Narrow Carriage	$229
KXP 2130 24-pin Color Upgradable	249

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3-Button Mouse	$10
Logitech 2-Button	22
MS Mouse/Bus	39/69
Logitech Mouseman/Bus	55/59
Qtronic Trackball	39
Logitech Trackman	79
Kensington Expert Mouse	99

MISC.

Hayes Accura 14.4 Fax/Modem	$99
US Robotics 14.4 Ext	125
US Robotics 28.8 Int	229
US Robotics 28.8 Ext	259
Colorado Trakker 350MB	339
Colorado T-1000MB Tape Backup	205
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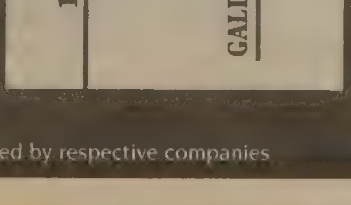

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OS/2 *continued from page 78...*

ate daily) I got 32MB of 60ns RAM in 16MB SIMMs. Here too I found cheaper mail order deals, but for the same reasons I opted for a local vendor. I will be able to get EDO in a second trade if and when it proves itself and becomes cheaper.

Shuffling Cards

Because of the poor performance of the OS/2 drivers for my old ATI video card, I had already been looking for a replacement; about a year ago I came across 64-bit cards by a local vendor, Spider Graphics. I did contact them at the time, but they did not have an EISA version. The PCI version of their Tarantula 64 card comes with either 2MB or 4MB of VRAM (latter recommended), and an OS/2 driver. It recently got a favorable review in another OS/2 publication. Spider sent me a 4MB review unit and I'll have more to say about it in a future column.

DPT's SmartCache III, the PCI version of the successor to my old, EISA SmartCache II Plus, was a natural candidate for the new system. DPT sent me an evaluation unit but...

Obstruction from the CPU fan on the system board rules out full-sized cards and, depending on the slot, allows the Zappa to accept only very short cards. This may seriously limit integrator and user choices. The problem is particularly severe for the PCI slots, because of the protruding CPU fan. This ruled out the full-size DPT card (which carries the piggyback caching module) and, in fact, almost ruled out the Tarantula too. Only by sheer luck did I manage to fit it in (it still touches the fan).

Luckily, I also got an evaluation unit of the AHA2940 PCI SCSI controller from Adaptec. The smaller, shorter card fits into a PCI slot, but the controller is not a caching one, like DPT's.

Note that for the PnP benefits to materialize, the system board, adapter cards and operating system must explicitly support the PnP specs. IBM has promised that OS/2 will support PnP sometime in the future. So, as we shall see, we're hardly out of the woods yet.

As these examples—and others, forthcoming—show, the design of the Zappa seems to reflect an OEM focus. The board is very small and the slots and other components are very tightly packed on it. Access to the components is, therefore, very difficult (even in a large case like mine), particularly with all the cables involved—the assumption seemingly being that systems will be put together once by a vendor and users will not have to open the case again. But this may still leave integrators with a limited choice of cards, and possibly problems of heating or interference in Pentium systems.

Intel support did mention two other versions of the Advanced Zappa—the ZE and EV—with a different and, purportedly, a "better" layout—but they have other drawbacks. And, as we shall see, the Zappa board and its AMI Bios have additional quirks separate from the layout. It also appears as if Intel is still experimenting.

Other system boards, however, are hardly devoid of similar quirks. It would not be a bad idea to postpone a system upgrade for a while, particularly if you want a P120 or P133 processor. ■

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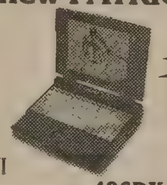

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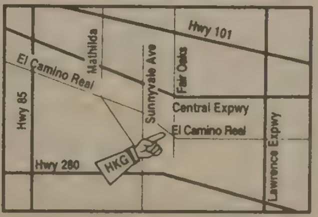

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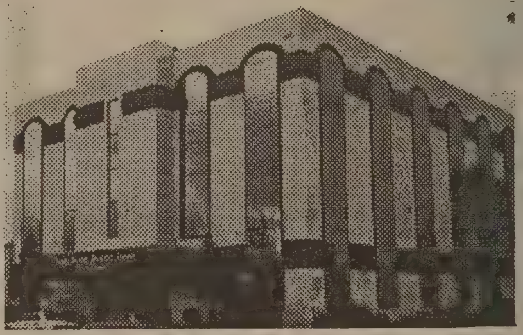

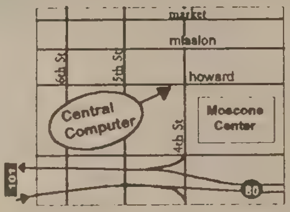
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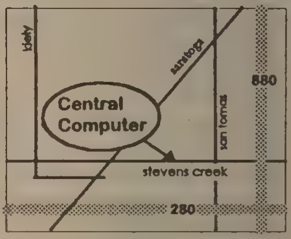
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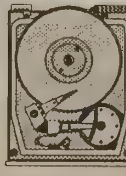
WACOM

KT-0405R 4 x 5, Art Pad	155
KT-0405R with Fractal Dabler	185
UD-0608R 6 x 8, w. UP-201 Pressure Stylus	345
UD-1212RP 12 x 12, w. UP-201 Pres. Stylus	529
UP-201 Pressure Stylus	49.95

6. DRIVE

SALE!



FLOPPY DRIVES :

TEAC

1.2MB 5.25"	45
1.44MB 3.5" / w. frame / Black	35/39/45
Dual - 1.2MB & 1.44MB	79

HARD DRIVES :

CONNER

CFS-270A 270MB 14ms IDE	139
CFS-425A 420MB 14ms IDE 1" ht	149
CFS-540A 540MB 14ms 32k IDE 1" ht	179
CFS-850A 850MB 15ms 64k IDE 1" ht	215
CFP-1080S 1.08GB 11ms 256k SCSI-2	475
CFS-1275A 1.2GB 15ms 64k IDE 1" ht	309
CFP-2105S 2.1GB 8.5ms 256k Fast-SCSI-2	849

FUJITSU (2 yr. warranty)

M2684TAU 540MB 12ms IDE 1" ht	179
M2684SAU 540MB 12ms SCSI 1" ht	205
M1606SAU 1GB 9ms 512k SCSI	***(395)**

MAXTOR

MXT-7345 340MB 14ms IDE	149
MXT-7425AV 420MB 12ms 32k IDE	153
MXT-7540AV 540MB 14ms 64k IDE	***(165)**
MXT-7850A 850MB 12ms 32k IDE	229
MXT-71260A 1.2GB 12ms 256k IDE	299

MICROPOLIS

MC-4221 2.1GB 9ms 512k 1/2 ht	935
MC-1936 3.0GB 11ms 256k SCSI full ht	895
MC-1936AV 3.0GB Audio Visual	1145
MC-3243 4GB 8.5ms 512k 3.5" ht	1545

NEW MEDIA

PCMCIA 105MB IDE / PCMCIA 170MB IDE	419/489
PCMCIA 260MB IDE	589

QUANTUM

LPS-270S 270MB 12ms 128k SCSI	169
LT-540A 540MB 11ms 128k IDE	189
LT-540S 540MB 11ms 128k SCSI-2	209
MV-540A 540MB 14ms 128k IDE	179
MV-540S 540MB 14ms 128k SCSI	199
LT-730A 730MB 11ms 128k IDE	229
LT-730S 730MB 11ms 128k SCSI	269
FB-1080S 1GB 12ms 128k SCSI-3	429
TR-840S 840MB 14ms 128k SCSI	289
Atlas XP-32150 2GB 8ms 1MB SCSI-2	***(815)**

SEAGATE

ST3491A 420MB 14ms 128k IDE	149
ST-3660A 540MB 14ms 128k IDE 1"ht.	***(165)**
ST-31220A 1.08GB 12ms 256k IDE	309
ST-31230N 1.05GB 9ms 512k SCSI-2	559
ST-32430N 2.14GB 9ms 512k Fast SCSI	869
ST-32550N 2.14GB 8ms 512k SCSI-2	995
ST-12550W 2.14GB Fast-wide SCSI	1225
ST-15230N 4.3GB 9ms 512k SCSI	1125
ST-410800N 9.0GB 11.5ms 1M SCSI	2745

WESTERN DIGITAL (3 yr. warranty)

WD-2540 540MB 12ms 128k IDE	189
WD-2850 850MB 10ms 128k IDE	225
WD-31200 1.2GB 11ms 128k IDE	***(319)**

REMOVABLE DRIVES :

SYQUEST (MITAC)

105MB 3.5" w. cart., IDE host adapter	279
105MB 3.5" w. cart., printer port for PC, Ext.	369
105MB 3.5" w. cart., SCSI for Mac, Ext.	389
200MB 3.5" w. cart., SCSI Ext	479
270MB 3.5" w. cart., IDE Int oem	***(264)**
270MB 3.5" w. cartridge, IDE w. Kit, Int	435
270MB 3.5" w. cartridge, SCSI, Ext.	479
270MB 3.5" w. cart., printer port for PC, Ext.	479
105MB Cartridge / 270MB Cartridge	59/69
Syquest 270MB 3.5" w. cart., IDE w. Kit, Int	465
Syquest 270MB 3.5" w. cart., SCSI Ext	539

ZIP DRIVES :

IOMEGA

100 MB Parallel / SCSI	199/199
Zip Disk 100MB Single / 10-pack	22.95/155

OTHERS

Impression CardDrive (2 slot PCMCIA)	185
Mounting Frame for 3.5" Hard / Floppy Drive	5/5
Removable Case for 3.5" HD IDE / SCSI	39/42

7. I/O CARD

KOUWELL

AT I/O (2S 1P) / AT I/O (2S 2P)	25/29
AT I/O (2S 1P 1G) / w. 16550 chips	25/42
Printer Card (1P)	15
Serial Card (XT, AT)	15

QUICKPATH

13 Port I/O w. 4-16550UARTs + Extd. IRQs (2IDE, 4F, 4S, 2P, 1G)	125
4 Serial, 16550UARTs, 8addr, 10IRQs (3,4,5,7,9,10,11,12,14,15)	99

SIIG (5 yr. warranty)

(2S 1P) w. 16550 chips	45

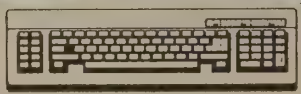
STB 4-COM

4 Serial, 16 bit, 16550, support Com 1-8, IRQ (2,3,4,5,10,11,12,15)	109

VITEX

AT I/O (2S 2P) w. 16550 chips	45

8. KEYBOARD



FOCUS

FK2001 101 Click	42
FK9000 129 Key Programmable	53

MICROSOFT

Natural Keyboard	89.95

NORTHGATE OMNI (5 yr. warranty)

101NI / 102	*(65)/*(65)
Ultra T / Ultra F.	*(79)/89

SIIG (5 yr. warranty)

Minitouch 81-key Click	45
Supertouch 101 Click	53
Wavetouch 101 Soft	39

OTHERS

Ancer 101 Key (black)	42
BTC 5100 Key Mini (80-key)	35
Keytronic 101	35
Maxi 101 / Maxi 124	35/53
Mitsumi 101	29
Spill -resistant 101 Key	19.50
Unikey Natural Ergonomic Keyboard	42

9. MEMORY

DRAM

256k x 4 - 80ns	5.50

SIMM

1 x 9 - 60ns / 70ns / 80ns	(1MB)	41/40/39
4 x 9 - 60ns / 70ns	(4MB)	165/159
16 x 9 - 70ns	(16MB)	609
256k x 9 - 70ns		12
1 x 36 - 60ns / 70ns	(4MB , 72 pin)	169/165
2 x 36 - 60ns / 70ns	(8MB , 72 pin)	335/329
4 x 36 - 60ns / 70ns	(16MB, 72 pin)	595/589
8 x 36 - 60ns	(32MB, 72 pin)	1199

SIPP

1MB x 9 - 70ns (3 chips)	42

OTHERS

Memory for Computer, Laptop, Notebook, & Laser Printer upgrades	***call***

10. MODEM & FAX

BOCA

14.4 Fax Int / Ext	*(89/105)
14.4 Pocket Fax	169
14.4 VSP Sound Express Fax Modem	*(155)
28.8 Fax Modem v.34 Int / Ext	*(165)/219

COMPUTER PERIPHERAL

14.4 Fax Modem Voice	89

GVC (Maxtech)

14.4 Fax Int / Ext	64/89
14.4 Fax Modem Voice Int	69
PCMCIA 9624 Fax	99

HAYES

Accura 144 + Fax Int / Ext	*(99/119)
Accura 28.8/14.4 v.34 Modem Ext	229
ESP Communication : Single / Dual port.	85/125
Optima 288 v.34 Fax Int / Ext	369/429

MEGAHERTZ

PCMCIA XJ1144 Fax (MNP5)	185
PCMCIA XJ2144 Fax (MNP10)	219
PCMCIA CC3288 Fax / XJ2288 Fax	345/329

MICROCOM

Deskporte 28.8S V.34 Fax Ext	189
Deskporte EP 28.8 v. Fast Ext / v.34 Ext	225/239

PRACTICAL PERIPHERALS

PM144FX144 Int / Mini Tower Ext	89/105
28.8 v.34 Fax Int, 230K DTE	269
28.8 v.34 Ext (PC288LCD)	359
28.8 v.34 Int (PM288) / Mini Tower	209/225

PURE DATA

Satisfaxion 200 24/96 Fax Modem	235
Satisfaxion 400 144/144 Fax Int	299
Satisfaxion 400e 144/96 Fax Ext	335

SHIVA

Net modem/E Ethernet BNC/1P	1475

US ROBOTICS

Courier v.34 28.8/14.4 Fax Int / Ext	395/425
Sportster 144/144 Fax MNP5 Int / Ext	99/119
Sportster 144/144 for Mac Ext	149
Sportster v.34 28.8/14.4 Fax Int / Ext.	225/235
Sportster v.34 28.8/14.4 Fax for MAC	259
Sportster PCMCIA Fax 144 / 288	185/365
Sportster Si 144 Fax Int	***(65)**
Sportster Vi 144 Fax w. Personal Voice Mail Int	115

ZOOM (7 yr. warranty)

144/144 Fax Modem & Voice Int / Ext	115/169
28.8 V.Fast 14.4 Fax Int / Ext	139/189
28.8 V.34 14.4 Fax Int / Ext	185/199

ZY-XEL

U1496B 16.8 Voice 14.4 Fax w. Software Int	289
U1496B+ upgradable to 19.2Kbps Int	397
U1496E 16.8 Voice 14.4 Fax, LED Ext	299
U1496E+ upgradable to 19.2Kbps Ext	399

OTHERS

CommShare 550 Phone & Fax auto-switch	75
CommShare 750 4 Port Switching	99
Intel Plus/OCR 2.0	*(45)
National Semiconductor TyIN 2000 Int	*(75)
SIIG TeleCommunicator 10-in-1 Fax	219
14.4 Fax modem Int	59

11. MONITOR

SALE!

ARCUS

14" SVGA Mono	109

EYE Q

SM1411 14" Flat Mono Amber Paper White	85

GVC

M1566L 1280 x 1024 .28 NI	335

HITACHI

CM1586MU 15" Flat 1280 x 1024 .28 NI	369
CM1786 17" 1280 x 1024 .28 NI	679
CM2096 20" 1600 x 1200 .31	1265

IIYAMA (Idek)

MF-8115 15" 1280 x 1024 .28	415
MF-8617A 17" 1280 x 1024 .26 NI	***(749)**
MF-8621 21" 1600 x 1200 .26	2235
MT-9121 21" 1600 x 1200 .30	1895

KFC

CT1428A 14" 1024 x 768 .28 NI	249
CA1507 15" Flat 1280 x 1024 .28 NI LED.	375
CA1508 15" Flat 1280 x 1024 .28 NI LCD	389
CA1718 17" Flat 1280 x 1024 .26	745

MAG (auto switch power)

DX15FE 15" 1280 x 1024 .28 NI (no LED)	375
DX17F 17" 1280 x 1024 .26 NI (no LED)	689
MXP17F 17" Flat 1600 x 1280 .26 NI	***(849)**

MITAC (3 yr. warranty)

M1564 15" 1280 x 1024 .28 NI	325
M1775 17" 1280 x 1024 .28 NI	599

NANAO

F2.15 15" Flat 1024 x 768 .28 NI	545
F550iW 17" 1280 x 1024 .28 NI	*(849)979
F2.17 17" 1280 x 1024 .28 NI	875
F2.17EX 17" 1600 x 1200 .26 NI	959
T2.17 17" 1280 x 1024 .25 NI	1285
T2.17TS 17" 1280 x 1024 .25, Diamondtron	1029
T2.20 20" 1600 x 1280 .30 NI	1955

NEC

XV14 14" 1024 x 768 .28	335
XE15 15" 1024 x 768 .28	549
XP15 15" 1024 x 768 .28 NI	599
XV15 15" 1024 x 768 .28	439
XE17 17" 1024 x 768 .28 NI	985
XP17 17" 1280 x 1024 .28 NI	1069
XV17 17" 1024 x 768 .28 NI	***(749)**
6FGp 21" 1280 x 1024 NI (re-furbished)	1699
XE21 21" 1280 x 1024 .28 NI	1799
XP21 21" 1600 x 1200 .28 NI	2159

NOKIA

449E 15" 1280 x 1024 .28 NI	*(425)499
447L 17" 1024 x 768 .28 NI	749
447X-058 17" 1600 x 1280 .25 NI	1029
447X 17" 1600 x 1280 .25 NI TCO	1175
445X 21" 1600 x 1280 .26 TCO	2465

OPTIQUEST

1000S 14" 1024 x 768 .28 NI	***(229)**
1500D 14" 1280 x 1024 .28 NI	349
2000DC 15" 1280 x 1024 .27 NI	399
4000TC 17" 1280 x 1024 .25 Trinitron NI	799

PANASONIC

C1791E 17" 1280 x 1024 .28 NI	*(689)749

PRESIDENT

GV-4148S 1024 x 768 .28 NI	225

PROTON

PM1561A 15" 1280 x 1024 w. speakers built-in	345

SONY

1425 14" 1024 x 768 .25	***(299)**
15SF 15" 1280 x 1024 .25 NI	489
17SE 17" 1600 x 1280 .25 NI w. After Dark	989
17SF 17" 1280 x 1024 .25	859
20SE 20" 1280 x 1024 .30 NI	1885

STANDARD TECHNOLOGIES

428-VESA 14" 1280 x 1024 .28 NI	249

TATUNG

20" Analog 1280 x 1024 .31	755

VIEWMAGIC

10" SVGA Mono Paper White 1024 x 768	125

VIEWSONIC

14E 14" 1024 x 768 .28 NI	289
15ES 15" 1024 x 768 .28 NI, MacII	365
15G 15" Flat 1280 x 1024 .28 NI	419
15GA 15" 1280 x 1024 .28 NI, built-in speakers	509
17 17" 1600 x 1280 .27 NI, MacII	849
17GA 17" 1280 x 1024 .27 NI, plug & play	829
17GS 17" 1280 x 1024 .27 NI	759
20PS 20" 1600 x 1280 .28 NI, MacII	1429
21PS 21" 1600 x 1280 .26 NI, MacII	1649

12. MOTHERBOARD

AIR (w/o cpu)

486MI : 486-DX2-66 256k, 3VLB, built-in AT I/O	169
486EI : 486-33 / DX2-66 256k, EISA, 3VLB	329

AMI (w/o cpu)

Atlas 586-90MHz PCI 256k w. IDE I/O	379
Titan II 586-90 256k EISA, dual processor	985

ASUS (w/o cpu)

486-DX2-66 256k VLB	139
486-DX2-66 256k PCI, built-in IDE+SCSI I/O.	269
P54TP4 586-90 256k PCI (Triton)	279
586-90 / 100 256k PCI EISA, dual processor.	639

IBM (Opal)

486SLC-66 VLB 64k w. CPU & Math Proc	165

INTEL (w/o cpu)

586-90MHz 256k PCI, built-in IDE I/O	265

586-100Mhz 256k PCI, built-in IDE I/O	279
586-90 / 100 256k ZP PCI, built-in IDE I/O (Triton)	279

LYNX (USA made, w/o cpu)

486-33 / DX2-66 256k VLB Green PC, 30-pin	135
486-DX2-66 / DX4-100 256k 3VLB	145
486-DX4-100 256k PCI VLB, 72-pin	159

MICRONICS (w/o cpu)

BCP 386-33 64k, 4MB max	79
486-33 / DX2-66 256k VLB	169
JX3WB 486-DX2-66 256k VLB w. write-back cache	239
486-33 / DX2-66 256k EISA-3	285
M54PI 586-90 w. IDE I/O (Neptune)	325
M54Hi 586-90 / 100 256k, built-in IDE I/O (Triton)	359

SHUTTLE (w/o cpu)

486-DX2-66 256k 3VLB slots, Green PC	135
486-DX2-66 256k EISA 3VLB slots	239

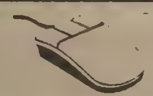
SUPER (w/o cpu)

P54CT 586-90 / 100 256k PCI VLB	239
P54Ci 586-90 / 100 256k PCI, built-in IDE	239
P55CWA 586-90 / 100 256k PCI (Triton)	279
P55CMS 586-90 / 100 256k PCI w. Burst SRAM	365

TIGER V

586-90MHz 256k PCI	209

13. MOUSE & JOYSTICK



AGILER

AGM-800F Serial 400 dpi	12.50
ATB-610 Serial Trackball	21.50
Master Plus 400	16.50

ANCER (black)

3-button	19

KENSINGTON

Expert Bus 4.0	115
Expert Serial & Trackball 4.0	95
Thinking Mouse (serial & PS/2)	79

LOGITECH

Cordless II	85
First Serial	31
Fotoman Plus Camera for PC & PS/2	549
Mouseman Bus / PG15 Bus oem	64/45
Mouseman Serial	45
Serial Combo PC & PS/2 oem / reg.	32/45
Trackman II / Trackman Portable	75/49
Wingman Standard / Extreme	29.95/47

MICROSOFT

Bus 2.0 400dpi w. Bus Card oem / reg	65/79
Home Serial 1.0	39.95
PS/2 2.0 (round connector) oem / reg	35/59
Serial 2.0 400dpi oem : gray / white	29/35

MOUSE SYSTEMS

Altes Mouse	9.95
Cobra (joystick)	9.95
Mousel Serial w. Pad	19
Omni Mouse (new version)	26
PC Mouse III (3-button optical)	49.50
PC Trackball II	39.95
ProAgio (5-button serial)	45
Serial Bus Card (9IRQs)	29

JOYSTICK :

THRUSTMASTER

ACM Gamecard	29.95
F-16 FLCS	135
Flight Control System MK II	69
- w. Falcon / w. US Navy Fighters	79/89
Flight Control System Pro	119
Formula T1 / w. Indy Car	125/139
Rudder Control	118
Weapon Control MKII	109
UPROM	29.95
XI Action	35

OTHERS

Analog Plus (by Sun Comm)	*(19.99)
Gravis Analog Pro	29
Gravis PC Gamepad	19.95
Quickshot Smart Game Card	16.50
Color Mickey Mouse Pad	5.99
Star Trek Mouse Pad / Star Wars Pad	7.99/7.99
Walt Disney Mouse Pad	4.99

14. NETWORK

SALE!

3COM

3C503 Etherlink II 16 bit Coax / TP	*(149/158)
3C509B Etherlink III Coax oem / reg	*(80/106)
- 5 Pack oem / reg	*(400/466)
3C509B Etherlink III TPO (RJ45 only) oem	*(67.50)
- 5 Pack oem / reg	*(335/404)
3C509B Etherlink III TP+AUI oem / reg	*(76.50/104)
- 5 Pack oem / reg	*(375/449)
3C509B Etherlink III Combo oem / reg.	*(89/116)
- 5 Pack oem / reg	*(445/503)
3C579 Etherlink III EISA Coax / TP	*(205/206)
3C589 PCMCIA TP / Combo	*(152/194)
3C590 PCI TPO oem / reg	*(104/122)
- 5-Pack	*(515)
3C590 PCI Combo	*(165)
3C595-TX PCI 10/100 TP	*(210)
3C16170 Link Builder (12TP)	*(310)
3C16180 Link Builder (9TP + BNC)	*(175)

ADDTRON

HUB: UTP8/L (8TP +BNC + AUI)	*(125)
HUB: UTP16/L (16TP + BNC + AUI)	*(239)
Pocket Adapter BNC	*(99)
Transceivers: AUI–BNC / AUI–TP	*(33/33)

ALLIED TELESIS (CentreCOM)

Transceivers: MX10 (AUI - BNC)	*(31)
Transceivers: 210T (AUI - TP)	*(31)

ARTISOFT (Lantastic)

Corstream Server 5-user (8340)	*(449)
- upgrade to dedicated server	59
HUB: 8 Port (8TP + BNC)	*(170)
HUB: 12 Port (12TP + BNC)	*(203)
Lantastic Z (2 stations)	89
Lantastic 6.0 Starter Kit Coax 2-user	*(225)
Lantastic 6.0 Add On NR-SI 2000C	5
Lantastic 6.0 Add On NR-SI 2000T	*(119)
Lantastic 6.0 for single / 5 / 10-user	79/339/599
- upgrade for single / 5 / 10-user	39/99/149
Lantastic for OS/2	99
Lantastic for TCP/IP single / 5-user	199/785
Lantastic PowerSuite :	
- 1 / 5 / 10 / 25-user	149/599/1075/2295
- conversion for 1 / 5 / 10-user	89/345/595
NR-SI 2000C Coax / 5 pk / 10 pk	*(71/338/617)
NR-SI 2000T TP / 5 pk / 10 pk	*(75/339/619)
NR-SI 2000A Combo	*(89)

ASANTE (for Mac & PC)

10T HUB 8 Port (8TP + 1BNC)	*(145)
10T HUB 12 Port (12TP + 1BNC + 1AUI)	*(295)
FriendlyNet with BNC / TP Adapter	59/55

BOCA

HUB : 8 Port TP only / 16 Port TP only	*(125/242)
LAN Card : ISA TP / ISA Combo	*(53/62)
LAN Card : VLB TP	*(67.50)
PCI 32 bit Ethernet Combo	*(80)
PCMCIA 10BT Ethernet	*(152)

CASTELLE

JetPress MIO TP (network printer server)	389
JetPress XIO Coax TP	429
LANPress (print server connects up to 4 printers)	
- Ethernet Thick/Thin Coax (1P 3S)	475
- Ethernet 10BaseT (1P 3S)	475
- Ethernet BNC & 10BaseT (2S 2P)	435

CHEYENNE

Arcserve for WinNT (NT-ASIO)	*(495)

CNet (Advanced Network)

200E+ Coax / 600E+ TP	*(35/31)
650E+ Jumperless Combo	*(39)
3270 Emulation for PC / for PS/2	175/195
4020ERP 2 Port Repeater Coax	*(179)
5250 Emulation for PC / for PS/2	199/235
8000TPC HUB: 12 Port Stackable	299
8800TPC HUB: (8TP + BNC)	*(99)
8816TPC HUB: (16TP + BNC)	*(225)
8900TPC 12 Port SMNP Slave HUB	465
8910TPC 12 Port SMNP Master HUB	775
Personal Netware 2-user Coax / TP	*(103.50/103.50)
Personal Netware single-user Combo	*(59)

COGENT

EM100 PCI Fast-TX, 32 bit bus mastering	*(207)
EM400 PCI Quartet Fast (4UTP)	*(985)
EM525 Ethernet 16 Combo	*(69)
EM595TP Ethernet PCMCIA UTP	*(179)
EM932 EISA 32 bit Coax / TP	*(214/215)
EM960 32 PCI Full Duplex TP / Combo.	*(122/143)
EM964TP 32 PCI 4-Port Full Duplex TP	*(445)

DANPEX

ArcNet & Token Ring products	call
5 Port Mini HUB (6TP)	89
1616i SNMP Intelligent 16port Hub	635
1616M SNMP Manageable 16port Hub	395
6200P2 PCMCIA BNC +TP	115
7000P3 32bit VLB Combo	*(71)
9400P3 32bit PCI Combo	*(76.50)
ET-510 UTP to AUI Translator	107
ET-590 UTP to BNC Translator	109
PrintMate PM-NW (for Netware)	269
PrintMate PM-TCP (for SUN, UNIX)	279

HP (Hewlett Packard)

Advanced Stack 10BaseT 8 Port	*(245)
Advanced Stack 12 Port HUB	599
- with SMNP	895
Advanced Stack 24 Port HUB	999
- with SMNP	1329
Jet Direct J2550A TP	315
Jet Direct J2552A Combo	375
Jet DirectEX J2382B for HP5P	349

IBM

Ether 16 Coax / TP / Combo	*(63/63/72)

INTEL

EtherExpress 32 Flash EISA Combo	*(206)
EtherExpress PRO/100 PILA 8465 PCI TP	*(195)
EtherExpress Pro 8/16 bit cards :	
- PCLA 8200 BNC + AUI + TP	*(116)
- PCLA 8200 5 pack	*(503)
- PCLA 8210 BNC + TP oem / reg	*(79/104)
- PCLA 8210 5 pack	*(449)
- PCLA 8220 TP oem / reg	*(66.50/99)
- PCLA 8220 5 pack	*(422)
- PCLA 8205 Flash BNC+AUI+TP	*(125)
- PCLA 8205 5 pack	*(539)
- PCLA 8215 Flash BNC + TP / 5 pk.	*(112.50/494)
- PCLA 8225 Flash TP / 5 pk	*(107/449)
LAN Project 1.5 (virus protection)	685
LAN Sight Support 4.0	345
LAN Spool s/w 386 NLM v3.5A	425
MCLA 8120 MCA TP	175
Netport II Thin & Thick	395
Netport II 10BT	399
Netport Express XL	465
NetSatisfaxtion 3.01 for Novell 25-user	755

LANPRO

2000RC16 bit BNC / 2000JT 16 bit TP	*(35/31)
2000RAL 16 bit Combo	*(39)
EP3020A Pocket Combo	*(103.50)
HUB : 8 Port (8TP + BNC)	*(125)
HUB 16 Port (17TP + BNC + AUI)	*(229)
Personal Netware Coax Starter Kit	139

MICRODYNE

NE2000+ Coax / 5 pack	*(79/349)
NE2000+ TP / 5 pack	*(75/329)
NE2000+ Combo / 5 pack	*(85/399)
NE3200 EISA Coax / TP	*(405/405)
NE3210 EISA 32 bit Combo	*(170)
Synchronous .35 WAN Adapter	869

NATIONAL SEMICONDUCTOR

InfoMover NE2000+ Coax / 5 pack	*(69/339)
InfoMover NE2000+ TP / 5 pack	*(65/299)
InfoMover NE2000+ Combo / 5 pack	*(79/399)
InfoMover NE4100 PCMCIA Coax / TP	*(158/159)

NETWORTH

100 Base TX 8 Port HUB	1375

NOVELL

Dos 7 (w: Personal Netware) oem / reg	45/55
Lan Workplace 5.0 single / 10-user	295/1295
Netware 3.12	
- 5 / 10 / 25-user oem	525/1155/1675
- 5 / 10 / 25-user reg.	*(595/1375/2095)
Netware 4.1	
- 5 / 10 / 25-user oem	545/1175/1695
- 5 / 10 / 25-user reg	695/1495/2195
- 50 / 100-user oem	2095/3175
- 50 / 100 / 250-user reg	3195/4395/7495
Netware Connect 2 Ports / 8 / 32	415/1445/3895
Netware NFS v1.2C	3150
NFS Client for Lan Workplace	205
Personal Netware oem / reg	39/75
Unixware Personal Edition v2.01 - CD version	319
Unixware SDK v2.0 - CD version	105

PALINDROME

Network Archivist NLM 3.1A	*(795)

SMC

8013 Plus Elite 16 Coax / 6 pack	*(106/563)
8013 Plus Elite 16 TP / 6 pack	*(99/539)
8013 Plus Elite 16 Combo / 6 pack	*(125/698)
Elite Ultra 16 Coax / 6-Pack	*(98/404)
Elite Ultra 16 TP / 6-Pack	*(97/359)
Elite Ultra 16 Combo / 6-Pack	*(107/449)
Elite Ultra 32 EISA Combo	*(194)
Ether EZ Coax / TP	*(103/99)
Ether EZ Combo oem / reg	*(80/107)
Etherpower PCI : TP / Combo	*(157.50/189)
Etherpower PCI 10/100	*(197)
Netware Boot ROM for Ethernet v1.3.	29.50
Tiger HUB: 3206TA 6 Port	185
Tiger HUB: 3212TC (12TP + BNC + AUI)	369

XIRCOM

PCMCIA CE2-10BT TP	*(169)
PCMCIA CE2-10BC Combo	*(219)
PE3-10B2 Pocket Adapter Coax	*(255)
PE3-10BT Pocket Adapter TP	*(259)
PE3-10BC Pocket Adapter Combo	*(275)

***CABLES & ACCESSORIES** .... .call*

15. NOTEBOOK

TOSHIBA

T1960CS 486-DX2-50, 4MB RAM, 200MB HD, 1.44BM FD, Dual Scan Color	1999
T1960CT 486-DX2-50, 4MB RAM, 200MB HD, 1.44MB FD, Active Color	2099
T1960CT 486-DX2-50, 4MB RAM, 320MB HD, 1.44MB FD, Active Color	2259
T3600CT 486-DX2-50 8MB RAM, 500MB HD, 1.44MB FD, Acitve Color	3399
T4700CT 486-DX2-50, 8MB RAM, 200MB HD, 1.44MB FD, Active Color	2999
T4700CT 486-DX2-50, 8MB RAM, 320MB HD, 1.44MB FD, Active Color	3159

OTHERS

9200 9.5/10.4" Viewable Screen size, 4MB (expandable to 36), 128k, VLB, removable HD, built-in speaker & microphone :	
- 486-DX2-66, 340MB (DSTN)	1815
- 486-DX2-66, 340MB (TFT)	2399
- 486-DX4-100, 340MB (DSTN)	1935
- 486-DX4-100, 340MB (TFT)	2565

16. POWER SUPPLY

AMERICAN POWER CONVERSION

APC-600 Smart-UPS (386, 486 FS)	359
APC-900 Smart-UPS (386, 486, FS & WS)	515
APC-280 Back-UPS (200W)	108
APC-400 Back-UPS (300W)	159
APC-450 Back-UPS (325W).	199
APC-600 Back-UPS (425W)	269
APC-900 Back-UPS (650W)	375
Back-UPS Pro APC-280	155
Back-UPS Pro APC-420	225
Back-UPS Pro APC-650	295
SU-450 Smart-UPS (486, 586 WS)	289
SU-700 Smart-UPS (486, 586 FS)	359
SU-1000 Smart-UPS (486, 586, FS & WS)	515
SU-1400 Smart-UPS (multiple FS & WS)	639
PowerChute Plus :	
- for Novell	65
- for OS/2, Lan Server, 3 Com	75
- for Unix / Xenix	99
- for Windows NT	69

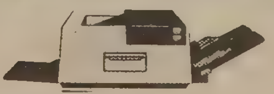
PC POWER COOLING

CPUcool for 486 or 586-90/100	19.95
Silencer Slim 205	99
Standard 230	
- for Desktop / Full Tower	85/85
Silencer 270	
- for Slim (baby or mid tower)	135
- for Full Tower	159
Turbo Cool 300	
- for Slim (baby or mid tower)	139
- for Desktop / Full Tower	169/165
Turbo Cool 400 for Full Tower	*(199)
Turbo Cool 450	
- for Full Tower (3.3 volt)	*(325)
Twinpower 900 (redundant)	925

TRIPP LITE

Isobar / Isotel	call

17. PRINTER / PLOTTER



BROTHER

HJ-400 Desktop Ink Jet for PC or Mac	*(249)
HL-630 Laser 6ppm	399
HL-641 6ppm, 1MB RAM	449
HL-645	459
HL655M for PC & MAC, 2MB RAM	599

CANON

BJ-200EX Ink Jet	239
BJC-600E Ink Jet, Color, Par. 780dpi	479
BJC-4000 Ink Jet, Color, 360dpi	359

CITIZEN

GSX-220 24 pin	179
GSX-230 Fonts & Quiet	219
GSX-240 Scalable Fonts & Quiet	285
GSX-345 24 pin, 132 column	365
Projet II Ink Jet	269

DEC (Digital Equipment)

DecLaser 5100 w. 6MB	1125
DecWriter 500i / color upgrade	285/46

EPSON

Stylus Color Inkjet 720dpi	539

HP (Hewlett Packard w. toner)

Color Laser Jet	5495
Desk Jet 540	*(259)289
Desk Jet 660C	*(499)
Desk Jet 1200C PC, Mac	999
Desk Jet 1200C Postscript PC, Mac	1595
Laser Jet 4+ / 4M+	1399/1899
Laser Jet 4L / 4ML	*(509)/985
Laser Jet 5P / 5MP	*(929)/1385
Laser Jet 4Si / 4SiMX	2875/3995
Laser Jet 4V / 4MV	1895/2695
Office Jet (printer-fax-copier) 3-in-1	759
Accessories :	
- Color Kit for 540	49
- Duplex C2061A for 4Si or 4SiMX	495
- Envelope Power Feeder 75 Sheet (HP4)	279
- Legal, Letter or A4 250 Sheet Tray (HP4)	99
- Legal, Letter or A4 500 Sheet Tray (HP4)	109
- Lower Cassette w. Letter Tray (IIP, IIIP)	149
- Optional 500 Sheet legal Letter A4 (HP4)	279
- Postscript for LJ4	329
- Postscript C2013A for 4Si	575
- Toner for II, III	84
- Toner for IIP, IIP+, IIIP	76
- Toner for 4 / 4L or 4P	109/69
- Toner for 4Si / 4V	135/149

LASER MASTER

Winjet 1200 (postscript for HP4)	*(549)
Winjet 1200+ (postscript for HP4+)	*(599)

MICROTEK

TrueLaser MTP-306 35 fonts, 6ppm, 2MB	*(745)

OKIDATA

ML184T 9 pin, Par	229
ML320 9 pin, Epson compatible	325

*(price) .... SALE PRICE

oem .... $ bundled with hareware only

CENTRAL
COMPUTER SYSTEMS INC.
WIDE SELECTION AT LOW PRICES

NEW
SF BRANCH

TEL : 415 495-5888 FAX : 415 896-5888
835 - 837 Howard Street, San Francisco CA 94103

Page 5 / 8

ML380 24 pin, Epson compatible	235
ML590 24-wire	429
OL400E Laser	*(425)
OL410E Laser 4ppm, 600ppi	*(539)
OL410E/PS Laser Postscript	*(799)

PACIFIC DATA

ProTracer II Ink Jet (CAD Plotter)	969
ProTracer II-GL2 w. HP-GL2 & 2MB	1339
Accessories :	
- HP-GAL Emulation Card	375
- Ink Cartridges	19.50
- Postscript Emulation Card	375
- Sheet Feeder I / II	135/115

PANASONIC

1150 9 pin, 55dBA	139
2023 24 pin, Quiet	(after rebate, 165)185
2123 24 pin, 43.5dBA, Color capability	239
2130 Quiet Dot Matrix	(after rebate, 169)199
2135 Quiet Dot, Color	(after rebate, 205)255
3123 24 pin, Quiet, Scalable Fonts	259
3124 24 pin, Scalable Fonts, LCD	329
3624 24 pin, Quiet, 46.5dBA	399
J250 Ink Jet, 300dpi, 128 nozzle printhead	*(259)
4430 Laser 5ppm, 1MB	665
4400 Led Page	(after rebate, 399)449
4440 Laser 10ppm	995
4455 Postscript 11ppm	1695
5400 Led Postscript 4ppm	(after rebate, 499)599
SP-100 Multi-function printer	769
Accessories for 4410, 4420, 4430. 4400 4440, 4450 4450i, 4455, 5400	***call***

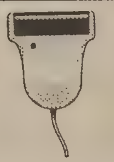
SEIKO

Smart Label Printer Plus / Pro	145/245
- Standard Label (2 rolls)	7.95

SUMMAGRAPHICS (Plotter)

DMP-60 / DMP-61 A to D Size	1275/1275
DMP-161 A to D size	1599
DMP-162 A to F size pen	1899
Hiplot 7100 A to D w. stand	1999
Hiplot 7200 A to E w. stand	2355

18. SCANNER



HP (flatbed)

ScanJet IIIC Color & Gray Scale w. Kit	955
- Auto Document Feeder	475
- Transparency	635
ScanJet IIIP Gray Scale w. Kit	509

INFO

SF3GS Gray Scale 300 dpi w. OCR	*(199)
SF12C Color 24 bit 1200 dpi w. OCR	349
- w. Auto Document Feeder (SF6CD)	539

LOGITECH (hand)

Scanman Easy Touch w. OCR	169
Scanman 256 / w. Omni Page OCR	135/155
Scanman Color w. Omni Page OCR	*(195)
Scanman Power Page	399

MICROTEK (flatbed color)

Scan Maker II w. Photoshop L.E.	549
Scan Maker IIHR 600 dpi w. Photoshop & OCR	1050
Scan Maker IIHR 600 dpi w. Picture Publisher	825
Scan Maker IISPX 300 x 600 dpi	875
Scan Maker III	2495

19. TAPE BACKUP

COLORADO

DJ-20 250MB QIC-80	*(129)
- AB-11 External Tape Port	35
- Cable (2FD & tape backup)	6
- FC-20 Controller	69
- TC-15 Controller w. compression	155
- KE-09 External Kit w/o Controller	59
- Unix / Xenix Driver	99
DJ-35C Jumbo 350 340MB Int	145
DJ-25C Jumbo 700 680MB Int	209
DJ-50C Jumbo 1400 1.3GB Int	299
PT-10 PowerTape 1GB SCSI Int	599
PT-25 PowerTape 2GB 300Kb/s Int	965
PTE-25 PowerTape 2GB Ext SCSI	1095
Tracker 250MB / 350MB (printer port)	259/279
- upgrade fr 250MB to 350MB	39.95
Tracker 680MB (printer port)	335

CONNER

CNR-250MQPT 250MB Ext	315
CNR-4320RT 2GB Int	745
CNR-4350XT 2GB Ext	985
Tape Stor w.cartridge Int 420MB / 850MB	159/249
Tape Stor 850MB w. cart. Ext (printer port)	379

EXABYTE

EXB-2501 1 - 2GB SCSI-2 Int / Ext	485/*(619)
FS1G (2501 + Control Kit) Int / Ext	675/*(799)
EXB-4200 4mm Dat. 2GB Int / Ext	799/975
EXB-8205XL 8mm Dat. 3.5 - 7GB Int	1345
EXB-8205XL 8mm Dat. 3.5 - 7GB Ext	1595
EXB-8505XL 8mm Dat. 7 - 14GB Int	2035
EXB-8505XL 8mm Dat. 7 - 14GB Ext	2285

HEWLETT PACKARD

35470 4mm Dat. 2-4GB SCSI Int	765
35480 4mm Dat. 4-8GB SCSI Int	875
C1533 4mm Dat. 8-16GB SCSI Int	1039
HP Mounting Frame to 5.25"	27

OTHERS

Mountain Summit SE250 Int	135
Sytos+ Backup s/w for Dos / Win / Dos&Win	99/95/125

20. VGA CARD

ATI

Graphics Xpression 2MB PCI / VLB	209/209
Graphics Ultra Plus 2 DRAM w. mouse	199
Graphics Ultra Pro 2 ISA w. mouse	265
Graphics Ultra Pro 2 VRAM VLB	265
Graphics Pro Turbo 2MB PCI / VLB	329/329
Graphics Pro Turbo 4MB PCI / VLB	499/499
Win Turbo 64 2MB PCI / VLB	289/289

DIAMOND

Stealth 32 2MB PCI	175
Stealth 64 2MB DRAM PCI / VLB	199/199
Stealth Video 64 2MB VRAM PCI / VLB	289/289
- 2MB upgrade	175
Stealth Video 64 4MB VRAM PCI / VLB	469/469
Viper Pro VRAM 2MB PCI / VLB	365/365

MATROX

IMP Plus 1600 x 1200, 2MB PCI	359
- 2MB upgrade	225
IMP Plus 220 2MB PCI	455

MEDIA VISION

ProGraphics 1024 VL 256 Color 1MB	*(159)

NUMBER NINE

FX Motion 330 DRAM 2MB PCI	189
FX Motion 771 VRAM PCI 2MB oem / reg	269/299
FX Motion 771 VRAM PCI 4MB	449
GXe Level 12 VRAM 3MB VLB	299
GXe-64 Pro VRAM 4MB VLB	489
Imagine 128 4MB PCI	849
Imagine 128 1600 4MB PCI	1129

ORCHID

Fahrenheit 64 1MB PCI / VLB	149/149
Kelvin 64 Windows Accel. 1MB PCI / ISA	139/139
Kelvin 64 Windows Accelerator 1MB VLB	139
Kelvin 64 Windows Accel. 2MB PCI / VLB	189/189

SPIDER

Tarantula 2MB VRAM VLB / PCI	265/265
Tarantula 4MB VRAM VLB / PCI	365/365

OTHERS

Intel Smart Video Recorder Pro	439
Movie Plus 1100 MPEG Decoder	199
Oak087 Super VGA 1MB	69
Paradise Window Accel 24 bit VGA	109
S3 Vision 864 64 bit 2MB PCI	179
Sigma Design Real Magic Lite MPEG	249
V-Mate Pro (video encorder : PC to TV)	189
Vitex MCP Card (monographic)	23

SOFTWARE

1. PC SOFTWARE

SALE!

ADOBE / ALDUS

Acrobat Exchange	*(139)
Gallery Effect	129
Illustrator 4.0 for Win	425
Pagemaker 5.0 for Win	*(479)
– w. MegaPack	*(499)
– Pagemaker + Photostyler 2.0	*(525)
Photoshop 3.0 for Win oem	295
Photoshop 3.0 for Win & NT	565
Premier 4.0 for Win - FD+CD	329
Type Manager 3.0 for Win	45

AUTODESK

AutoCAD Lite	*(399)429
Autosketch 2.0 for Win	135
Generic CADD 6.1	69

BORLAND

C++ 4.5 - CD for Dos, Win, Win32	325
- upgrade - CD	189
Dashboard for Win + Sidekick	49
dBase V for Win / upgrade	*(296/125)
Delphi competitive upgrade	*(185)
Paradox 5.0 for Win / comp. upgrade	*(295)/119
Power Pak for Dos	99
Sidekick / Sidekick 2 for Win	29/45
Turbo C++ for Dos / 4.5 for Win - CD	92/79

COREL

CD Creator for Win	165
Corel Draw 3.0 - FD+CD / CD	*(99/69)
Corel Draw 4.0 - CD	*(249)355
Corel Draw 5.0 - FD+CD / CD	*(525/415)
- upgrade fr 3.0 to 5.0 - FD+CD	*(355)
- upgrade fr 3.0 to 5.0 - CD only	299
- upgrade fr 4.0 to 5.0 - FD+CD	*(199)215
- upgrade fr 4.0 to 5.0 - CD only	*(165)
Corel Flow	*(59.95)
Corel Ventura 4.2 - FD+CD / CD only	175/139
Corel Ventura 5.0 - FD+CD / CD only	*(365/299)
- upgrade - CD	85

IBM

OS/2 3.0 Warp - CD / FD	75/76
OS/2 Warp + Dos & Win - CD / FD	118/118

INTUIT

Quicken Deluxe - CD 4.0 oem / reg	34/54
Quicken 4.0 for Win - FD / CD	39.95/36
Quickbook 3.0 for Win	95
QuickPay 3.0 for Win & Dos	49
QuickBook & QuickPay for Dos / Win	99/125

LOTUS

1-2-3 5.0 for Win / upgrade	299/99
1-2-3 4.0 for Dos / upgrade	365/99
Ami Pro 3.1 for Win	*(99)
Approach 3.0 for Win / w. 1-2-3 upgrd	99/145
cc:Mail Desktop 2.1 for Win	69
cc:Mail Desktop 10-user License	359
cc:Mail Group Pack for Win w. Organizer	595
cc:Mail Lan System 10 License	*(545)
- Lan System Trade-up 10 License (router)	375
cc:Mail Mobile E-Mail 2.0 for Win	135
- upgrade	75
cc:Mail Router 5.1	*(79)
Freelance Graphic 2.01 for Win	335
- upgrade for Win / for Dos	99/99
Notes Starter Pack 3.0	850
Organizer 1.1	95
Smart Suite 3.0 - FD / CD oem	**495/*(149)**
- upgrade	*(249)

MICROGRAFX

ABC Flowcharter 4.0	315
Designer Tech. 4.1	455
Picture Publisher 5.0 for Win - CD	*(129)
Windows Draw 3.0	49

MICROSOFT

Access 2.0 for Win / comp. upgrade	299/119
Arcade Games for Win	27
BOB (8 essential programs)	84.95
Creative Writer (age 8-14) - CD	***(32.95)**
Dos 6.22 / upgrade	42/49
Excel 5.0 for Win oem / reg	134/*(285)
- competitive upgrade	119
Fine Artists (age 8-14) - CD	***(32.95)**
Flight Simulator 5.1 - CD	49.95
- Japan / New York / Paris / SF Scenery	28/28/28/25
Fortran 5.1 Compiler	155
Fortran Powerstation / upgrade	339/195
Fortran Powerstation 32 / upgrade to NT	519/275
Fox Pro 2.6 Single Dos or Win	*(95)
Fox Pro 2.6 Professional / upgrade	449/285
Macro Assembler 6.11 (MASM)	155
Mail Server 3.2 (10-user)	445
Multimedia Viewer - CD	315
Office 4.2 for Win - FD / CD	*(439)/459
- competitive upgrade - FD	275
Office Professional 4.3 - FD	*(535)
- competitive upgrade - FD	*(345)
Office Prof. 4.3 + Bookshelf - CD	559
- upgrade + Bookshelf - CD	365
Power Point 4.0 / upgrade	*(299)/125
Profit for Win	129
Project 4.0 for Win / upgrade	***(399)/139**
Publisher 2.0 for Win	89
Sound System 2.0 for Win - software only	49
Space Simulator	42
Source Save	475
SQL NT Server 4.21 upgrade	139
Test 3.0 for Win / upgrade	569/185
True Type Font Pack #1 / #2	45/46
Visual Basic 3.0 for Win - Standard	129
Visual Basic Prof. 3.0 for Win - FD / CD	299/305
- competitive upgrade FD / CD	189/195
Visual C++ Standard 1.52 - CD	89
Visual C++ 2.0 for Windows NT (subsrcription)	469
- upgrade	(get $50 rebate fr MS)335
Visual C++ 2.0 for Win & NT (on-line doc.)	369
- upgrade	(get $50 rebate fr MS)239
Windows 3.11 / upgrade	51/49.95
Windows NT 3.51 Workstation - CD / FD	299/295
- upgrade fr v3.1 to v3.51	95
Windows NT Server 3.51	645
- upgrade fr NT 3.1 to Server (20-user)	145
- upgrade to NT Server 3.51 (250-user)	665
- competitive upgrade to NT Server 3.51	675
Windows NT Step-up fr 3.5 to 3.51 for server	68
- for workstation	19
Windows NT Server + 10 Client License	925
- single client license	35 each
Windows for Workgroups (reg. version)	135
- oem version in 3.5" FD	57
- Workgroups Add On 3.11 for Win	*(35)
- Workgroups Add On 3.11 MS-DOS	52
Word 6.0 for Win oem / reg	135/289
- competitive upgrade	119
Works 3.0 for Win oem / reg	59/89

NOVELL (WORDPERFECT)

Perfect Office 3.0 for Win	399
- Trade Up	219
Quattro Pro 6.0 for Win - CD	255
- upgrade / competitive trade-up	49/89.95
Wordperfect 5.2 for OS/2	*(99)
Wordperfect 6.0 for Dos (free upgrade)	*(259)
Wordperfect 6.1 for Win - FD / CD	***(225)/245**
- upgrade / trade-up	95/119
- educational version	79.99

QUARTERDECK

Cleansweep	*(28)
DesqView/X 2.1	169
DesqView/X Network Manager (TCP/IP)	129
Qemm 7.5 / upgrade	59.95/36

SYMANTEC

ACT! 2.0 for Win	*(169)
C++ 7.0 for Win	189
Norton Anti-Virus 3.0 ($50 rebate offer)	89
Norton Commander 4.0	69
Norton Desktop 3.0 for Win	112
Norton Speed Drive (speeds Win, Dos, CD)	69
Norton Utilities 8.0 oem / reg	94/109
On Target for Win (project planning)	89
PC Anywhere 5.0 Remote & Host for Dos	***(115)**
- v2.0 for Win	***(117)**
Q & A for Win	159

OTHERS

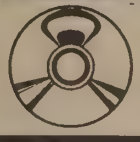
After Dark III - FD	29.95
- Complete After Dark - FD	39.95
By Design for Win	59
Caere: Omni Page Direct OCR 2.0	65
Caere: Omni Page Professional 5.0 for Win	445
– upgrade to 5.0 Prof.	139
Caere: Omni Page 5.0 for Win	309
CA Clipper 5.2 / upgrade	479/115
CA Simply Accounting Dos / Win	69/69
Cakewalk Home Studio (music)	99
Cakewalk Professional 3.0 for Win	235
Canvas for Win / competitive trade-up	265/99
Carbon Copy 6.1 Guest & Host for Dos	105
Carbon Copy 2.5 for Win	*(115)
Check-It Pro vol.1 & vol.2	85
Check-It Pro Deluxe 2.0 for Dos	135
Claris File Maker Pro 2.1 for Win	115
- competitive upgrade	99
Claris Works for Win	*(49)69
DacEasy Accounting 5.0 for Dos	95
- v1.0 for Win	95
Delrina: Dilbert screen saver	28
Delrina: Echo Lake (family album)	45
Desk to Desk (office network for 2 - 255 user)	72
Design CAD 2D 7.0 for Win	179
Direct Access 5.1 for Dos	65
Disney Screen Saver	27.95
Eclipse Fax 1.2 for Win / w. OCR	69/79
FastBack Plus 6.0 for Dos	119
Floor Plan Plus 3D competitive upgrade	47
Fractal Dabbler	55
Fractal Design Painter 3.1 for Win	315
- X2 for Win	88
FrameMaker 4.0 for Win - FD / CD	549/549
FTP: PC/TCP for Win	285
FTP: PC/TCP On-Net	345
Globalink Assistant (language translation)	
- French / German / Italian / Spanish	46 each
Harvard Graphics 3.0 for Win / upgrade	275/95
Helix: Multimedia Cloaking	32
Helix: Netroom 3.0 1 / 4 / 10-user	64/119/255
HIjaak Graphics 3.0 for Win	89
Kai's Power Tools 2.0 for Win	115
Kid CAD - FD / CD	29/36
Kodak Photoedge CD	89
Kodak Shoebox Image for Win	*(95)
Laplink V for Dos	105
Laplink 6.0 for Win / upgrade	129/85
Lion King Screen Saver	16
Mac-in-Dos for Win	89
Macromedia Director 4.0 for Win	795
Managing Your Money for Win	33.95
Math CAD 5.0 for Win	98
McAfee: Virus Scan 2.1 for Dos / Win	*(39.95/39.99)
Medical House Call (Applied Medical)	55
One Write Plus Accounting & Payroll	49
Passport Encore 3.0	365
Peach Tree Accounting 3.0 for Win	115
Peach Tree Accounting 8.0 Complete	185
- Multi-user	279
Pocahontas Screen Saver (Disney)	19.95
Power Search (file manager)	*(25)39
Power Translator Professional for Win	379
Procomm Plus 2.1 for Dos / Win	89/126
QA Plus v4.8 for Dos / v6.0 for Win	59/59
Quark X Press 3.3 for Win	599
Qualitas 386 Max 7.0	*(59)
Ram Doubler for Win	55
SpinRite 3.1	79
Stacker 4.0 / upgrade	95/55
StageSoft Accounting w. Payroll	159
- Lan version	*(255)
Tie Fighter (game)	*(35)45
Uninstaller 3.0 for Win (microhelp)	42
- for Network 2.0	*(95)
Visio 3.0 for Win	*(125)
Visio Technical 3.0	215

*(price) .... SALE PRICE

oem .... $ bundled with hareware only

Watcom C++ v.10 16/32 bit	189
Wave 2.0 for Win (by Turtle Beach)	69
Win Check-It 2.0	46
Win Comm Pro	79
Winfax Pro + Win Comm Pro	*(109)
Winfax Pro 4.0	79
- for Server / 10-user pack	119/599
WinGuard Plus+ (data security Win & Dos)	39
WinLynx	*(39)79
WinSense 2.0 (windows optimizer)	39
Winsleuth Gold Plus	59
WinZones (Comprehensive Time)	19.95
Wordscan 3.0 (by Calera)	165
- Wordscan Plus 3.0.	379
Wordstar 2.0 for Win	39
XTree Gold 3.0 for Dos	*(95)
XTree Gold 4.0 for Win	85

2. CD SOFTWARE



SALE!

$3.50 (Special)

- Aesops Fables
- Airforce Commander
- Batik Design
- Blue Force
- Business Background
- Capital Hill
- Cardshop Plus
- Casino Collection
- Casino Master
- CD Game Pak
- Chaos Continum
- Chess
- Crime City
- Cyberplasm Formula
- Digital Cinema
- Discoveries of the Deep
- Doom Fever
- Earth Invasion
- Family Doctor
- First Episode
- Font 125
- Four Footed Friends
- Full Bloom
- Great Naval Battles
- GT Personal Accounting
- Gus Goes To Cybertown
- Hilarious
- INCA II
- Intro to PC & Dos
- Jets
- Magic Death
- Magnaflux Runner
- Majestic Place
- Mega Race
- Money, Money, Money
- Mowgli's Brothers
- My First World Atlas
- No. 11 Downing St.
- People
- Printmaster Gold
- Props
- Puzzle Master & Crossward Creator
- Red Baron
- Reference Library
- Ringworld
- Space Shuttle
- Sports
- Stradiwackius
- Swimsuits
- Swimsuits Parade
- The Best of 20th Century
- The Chessmaster 3000
- The First Emperor of China
- Tony La Russa Baseball II
- Top 25 Only the Best Games
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- World View

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- Trains Artica

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- Better Windows Better Works
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- Cybergenic Ranger
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- Dos Made Gold
- Dos Made Platinum
- Dos Made Silver
- Game Room
- Harry's Story Disc & Coloring Book
- Kaseos Super Shareware
- MPC Multimedia Showcase
- Shareware Heaven
- Shareware to the Maxx
- Space Mission
- Super Clipart
- Super Fonts
- Super Space
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- Windows Heaven 2
- Windows Made Gold
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- Berenstain Bears: Learning At Home
- Best Simulation Games
- Best Windows Games
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- Clipart & Font
- Crossword & Puzzle
- Dinosaur Safari
- Doom Fever + Doom II Accessories
- Doom II Mania
- Encyclopedia of Games
- Game Magic
- Hier to the Throne
- Hobbies & Leisure WIN
- Home & Business Partners
- Icon Collection
- Image Compendium
- Isle of Death
- Kids Games
- Learning Games WIN
- Learning Heaven
- Learn to Read in Wordland
- Leisure Game Pack 81 Games
- Math Master
- Mother of All Clipart
- Magic of Alphabet
- Media Maestro (music)
- Mixed Up Mother Goose
- Multimedia Plus
- New Basic Cookbook
- Newsweek Interactive
- Only Best 3D Games
- Photo CD: Romance / Texture
- Planet Fun
- Quantum Castle
- Thinking Games
- Top 201 Games
- Top 201 Learning Game
- Top Ware Limited (500 games)
- Top Ware Spiele (500 games)
- Windows Tutor 3.11

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Learn to Speak Japanese MAC	55
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Space Shuttle	24
Sprite for Sun	14
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Gulch GOSSIP

by Jonathan E.

PULP FICTION

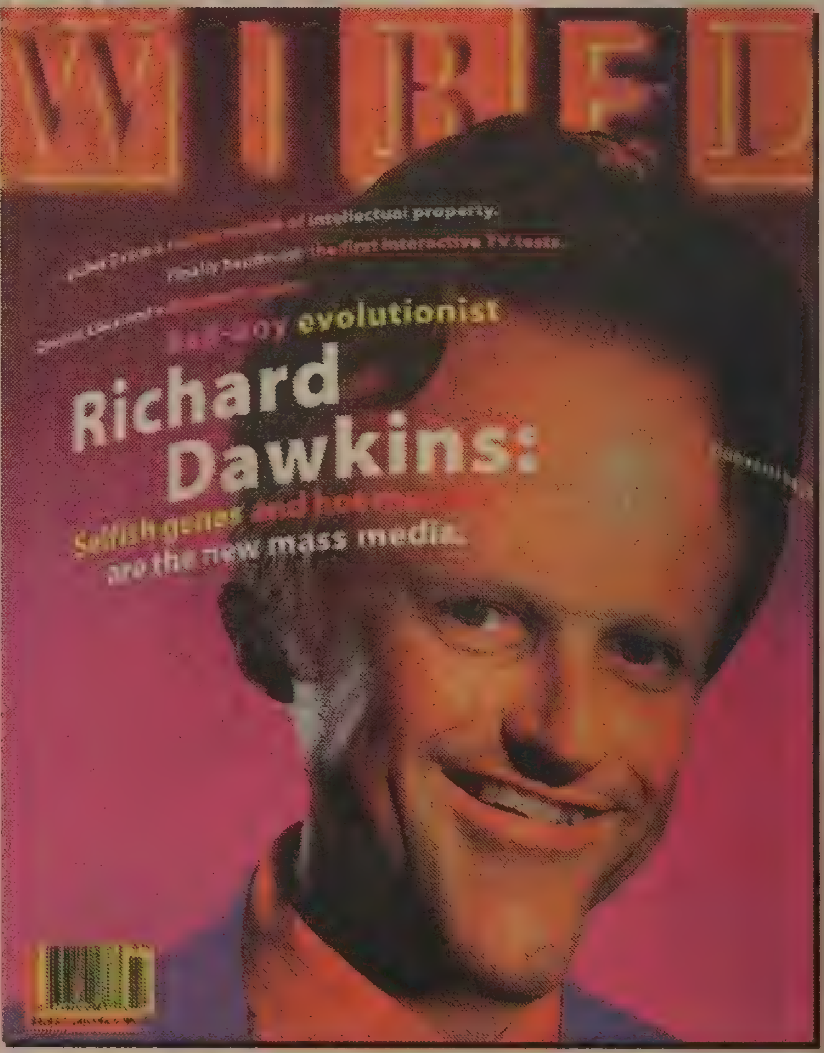
WIRED'S PARTY LINE IS THAT TECHNOLOGY WILL MAKE EVERYTHING better in the future—but these interesting items have recently surfaced indicating that more than technology is needed when it comes to setting *Wired*'s own house in order.

Gary Wolf's June story on **Ted Nelson** and "The Curse of Xanadu" set off a storm of protest, including threats of a libel suit, from Ted Nelson. I thought it was a pretty good story, have no idea as to how accurate it really was—but Ted produced a long list of what he claimed were inaccuracies. I would just observe that you don't have to be a Berkeley therapist to understand why Ted's feelings might have been hurt.

On the other hand, my reporters tell me that **Eric Davis**' story on **Mark Pesce** and **Technopaganism** in July's issue, with its ugly bulging head shot of **Richard Dawkins** on the cover, was at best incomplete and perhaps inaccurate. It's certainly an interesting and thought-provoking story—but I'm told that the section on last year's **CyberSamhain** at **Joe's Digital Diner** neglected to mention that for those who were there, besides the in-group of technopagans, it was a decidedly unsatisfactory experience. The prime problem being a complete lack of communication about what was going on, to the point of alienation, not because of the paganism and general weirdness (although some were apparently put off by that aspect) but because the in-crowd were determined to stay in by keeping others out. I guess calling outsiders "mundanes" is a pretty fair indication of pagan clannishness if not elitism. At least Davis, being "a longtime participant-observer in the Pagan community," got the drift and eventually explained it in print to us mundanes.

Meanwhile, rumors circulate about a serious rift in *Wired*'s editorial department between the two camps of Executive Editor **Kevin Kelly** and Managing Editor **John Battelle**.

And two further indications that tech doesn't necessarily make right. The first line of **Sylvia Paull**'s review of *Jerry Kaplan's Startup: A Silicon Valley Adventure* got cut without anyone checking with her—a big crime in the writer's mind. She swears she'll never write for them again. To make



"Pulp Fiction" continued...

matters worse, that was the line that the book jacket blurb used. And **Fred Davis**, a long-ago contributor to *Wired* but apparently not a fully paid one, received a check from *Wired* made out to Fred Davis. Naturally, he thought it was a settling of accounts and cashed the thing—only to receive a phone call asking him to reimburse the amount because the check was intended for another Fred Davis.

Now, I have to ask, "If simple bookkeeping or editorial good manners are beyond the reach of a presumably computer-savvy organization, why should we place much confidence in *Wired*'s rah!-rah! attitude about what the ever-more complex informational technologies, so frequently covered in its pages, can do for our society?" Just asking—and I note that Evan I. Schwartz's piece on interactive television, also in the July issue, is pretty dismissive towards the whole idea.

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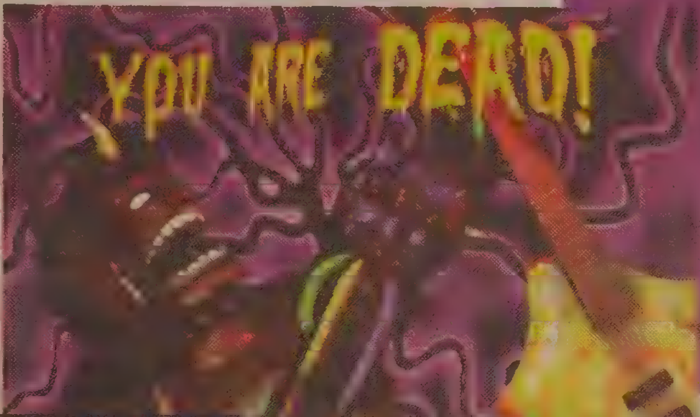
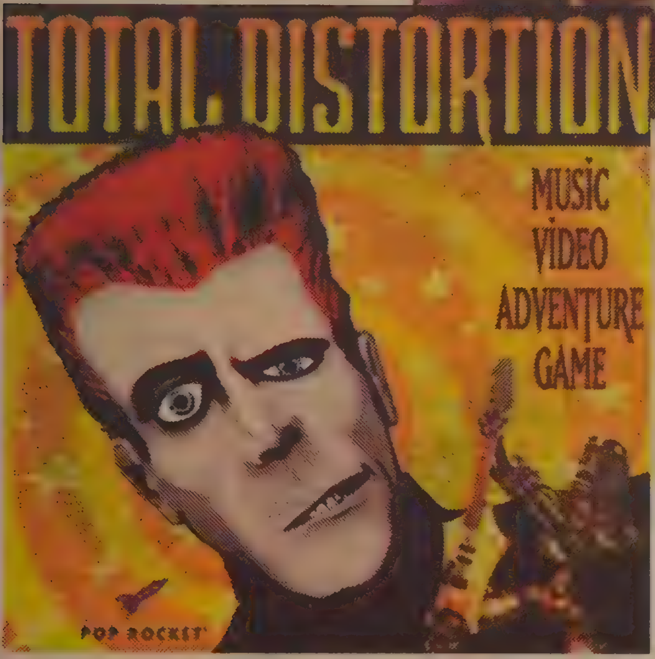
It's A Fact

Pop Rocket are actually at the testing stage of the much renowned and much delayed **Total Distortion**, now scheduled for release before Christmas—of this year! They're offering beer to the testers, so perhaps this is once again an optimistic date.





Signs Of The Times

I recently came across these indications of multimedia's maturation process. A local game developer working on a title for the Sony PlayStation found that it was the artwork, not the coding, that was behind schedule—late artwork is a traditional problem in traditional media, particularly the music business...Have you caught that TV ad for the **Mazda Protege** with the badly lit, jerky, and grainy small video window of the teenage nerd explaining the benefits of the car to his date's father? Really reminiscent of the crappy video to be found on so many CD-ROMs...And the nomination form for the **San Francisco Bay Guardian's Best of the Bay Awards** includes a category for the **Best Local Web Page**. Maybe they'll put out a CD-ROM next after launching their online service.

Captain Crunch Saved By Raving

Longtime devotees of the hacker scene might be interested to know that **John Draper**, aka **Captain Crunch**, is alive and well.

I recently had occasion to interview him for *Cape-X*, a Japanese magazine covering youth-oriented international cyber culture. When calling around looking for him, everybody told me they hadn't seen him for years, and I was warned that he made peculiar demands of male reporters and was most difficult to deal with.

Happily, nothing could have been further from the truth. Recently back from a three-month trip to Australia, he was just about blissed out and was quite charming, having hacked his own physical system with a variety of techniques that enable him to "remove the energy blockages that make me weak and tired." He now stays up all weekend, every weekend, going to raves—and claims to have danced for eighty hours nonstop!

Professionally, he's working on a product for a vertical market to do with the information highway, something competitive and so secret that he wouldn't discuss it. I was much surprised when, contrary to popular legend, he made no comment to a couple of people smoking cigarettes around him, and in the interview even described American antismoking laws as "fascistic."

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GULCH GOSSIP *continued...*

HEADS UP

There's nothing funny about these stories. Less than half an hour before the **Raster Master**'s performance in Berlin, an equipment road case fell on **Maggie Hoppe**, knocking her unconscious, causing her to be taken to the hospital and to miss the show. She recovered well enough to continue on to Hungary a few days later, and the other Rasters managed to fill in for her, but what a long way to go for a disappointment like that...Meanwhile, closer to home, the Gulch's favorite and sweetest cybercanine, **Tucker**, was viciously mauled by a pitbull. **Duncan Phillips** reports that Tucker was quite literally ambushed, and suffered severe lacerations needing both stitches and staples under his right eye, but appears to be recovering fine.

The Real Dirt On Cyberstroika Vs. Last Saturdays

The Gulch's schmoozeaholics gathered at Roccoco's on June 15th for some more of the usual. I was asked by a person who shall remain nameless from an organization that shall also remain nameless (but has previously been mentioned in this space), "Why don't you put any real dirt in the Gulch Gossip column?" I bluffed that I was a nice guy with only good intentions, which appeared not to be a satisfactory answer.

When I asked if I should have written about the many known details of discomforting internal events in that particular organization, my point was quickly taken!

But I was shocked, absolutely shocked!, that so few—like none as far as I could see—of the straight multimedia crowd made the short journey over to **Cyberstroika** at the **Southern Exposure** gallery. Cyberstroika was an authentic multimedia event with tons of digital video-art pieces on actual CRTs, as well as a major installation of futuristic interior decoration and a fashion show of bubble-wrap clothing, painted bodies, and various fetishistic appliances and attachments.

Okay, so perhaps it was a little sex obsessed—but it was also some of the liveliest and most authentic multimedia art that I've seen. Not much of it was interactive in the sense of being able to grab the mouse and do your thing, but the **Total Entertainment Network** was there showing off the identity-changing features of its online gaming service, as well as **Greg Jalbert** and **Sara Frucht** with their respective **Bliss Saver** and **Fractal Garden** interactive graphics.

We hear a lot of preaching blab about multimedia's potential for communication—but, as the industry as a whole is discovering, it doesn't do much good unless the signal is picked up; Cyberstroika was an excellent way for the straight world to take a peek into a particular and rather interesting part of the gay world. It's a shame so few bothered to put the preaching into practice and pick up on the communication. ■

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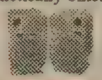

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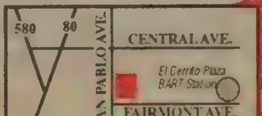

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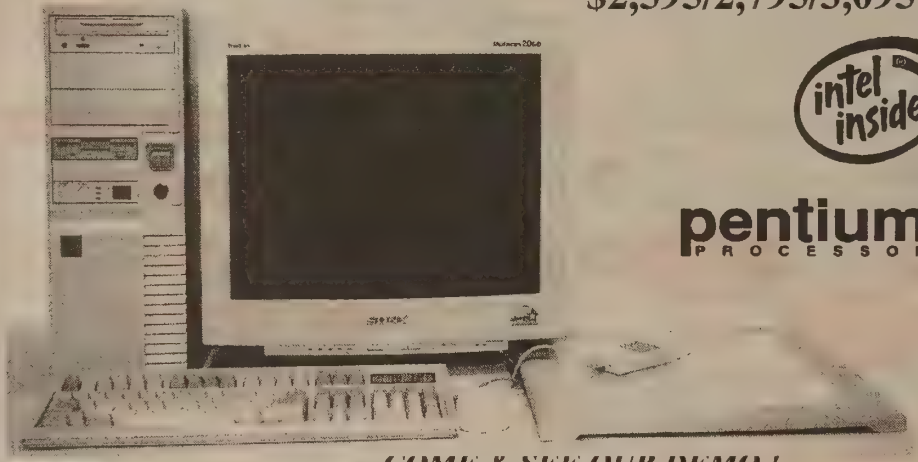

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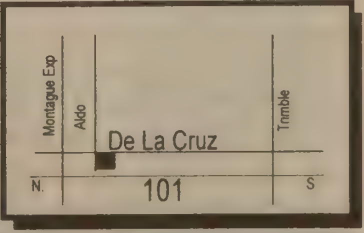

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Multimedia Magazines

Now You See Them, Now You Hear Them

"Writing about music is like dancing about architecture" is an often-quoted comment on the apparent futility of music criticism. It's usually attributed to Elvis Costello, but Ross Teasley of Hyperhead New Media tells me that Thelonius Monk is actually the originator of the aphorism. Whoever coined the sentiment, it's a barb in the side of many music critics that allows musicians some salve when faced with uncomplimentary opinions of their work.

When you think about it, dancing can actually be an appropriate way of expressing aesthetic reactions to certain styles of architecture. Likewise, writing about music has some functions, not only for aesthetic purposes, but also as a consumer guide to the great and confusing marketplace of musical product. However, the fact remains that words alone are better at capturing the writer's reactions than the music itself—and, if you do much reading about music allied with listening to what's reviewed, you'll eventually recognize certain writers as trustworthy (or at least in general accordance with your perceptions) while learning to dismiss the opinions of others as completely unreliable. That learning process can be expensive unless you're able to take back to the store what you've tried but don't like (thankfully that option is becoming more and more commonplace) or unless you restrict your tastes to the limited range of music you can hear on the radio or MTV, in your friends' homes, or at record store listening stations.

THE CD-ROM ENTERTAINMENT MAGAZINE FOR WINDOWS & MAC
BLENDER
VOLUME 1.3
7 DEADLY SINS of the decade
plus:
johnny mnemonic
juliana hatfield
frank black

From the point of view of writers, it eventually becomes a frustrating challenge to find new, accurate, and colorful ways to describe "throbbing beats" and "ethereal harmonies."

Sounds like a case for multimedia, doesn't it? Attaching objective evidence of the music's qualities to text is such a simple use of the technology that it's a complete no-brainer—but there's more to it than meets the ear or the eye.

Services like MusicNet *[MicroTimes* #136] and the in-store iStation help thresh the wheat from the chaff by allowing listeners to hear excerpts from songs, but they don't offer any real critical analysis or consumer guidance. Multimedia magazines with an editorial stance and focus can combine traditional text with sound and video clips to also provide that objective evidence. In the past, these magazines have been printed on paper with an accompanying CD, flexi, or cassette. Over the years, this approach and variations on it have been tried again and again, mostly with only fleeting success or as special promotional campaigns. Currently, there's a new crop of multimedia magazines based on digital technology and appearing either online or as CD-ROMs.

Principals of five such new-media ventures were brave enough to appear on a panel, moderated by myself, and to discuss some of the issues they face at the Music & Multimedia '95

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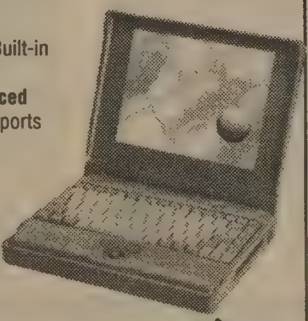

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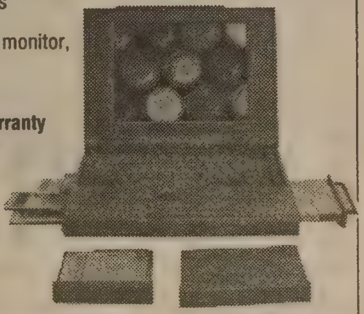

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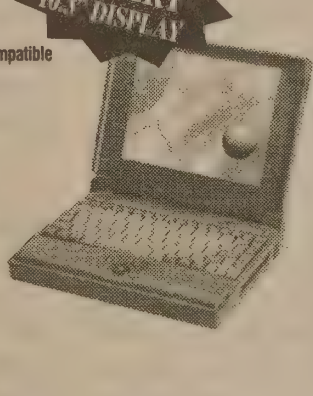

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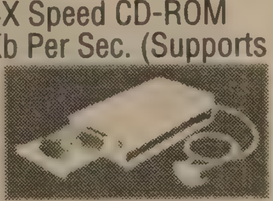

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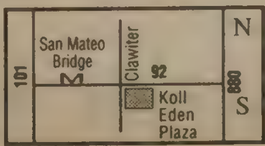

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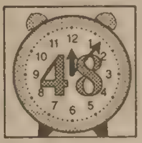

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conference, on May 30 in San Francisco. From the online world, there was Michael Goldberg of *Addicted to Noise*, while consumer CD-ROMs were represented by David Cherry of *Blender*, Bob Roback of *Launch*, and Ross Teasley of *Hyperhead Media*. David Schwartz, one of the founders of Music & Multimedia, was also on the panel with his new title, *Control*, a CD-ROM publication oriented towards the pro, semi-pro, and obsessed-amateur worlds of music technology and audio production.

LAUNCH
30 Minutes of Music Plus Bonus CD Track

ONLINE VS. CD-ROM

When it comes to digital publications, the first, and in many ways the most profound, distinction is between those entirely online and those who still "ship atoms" as Nicholas Negroponte would put it.

Addicted to Noise is available only online as a Web site, while all the other publications come to you on CD-ROM. However, it became clear in the course of the panel that all the atom shippers foresee a day when they will have some sort of an online presence, even if only to supplement their CD-ROMs.

Michael Goldberg explained that for *Addicted to Noise*, online delivery is absolutely an integral part of what he's attempting to do. At the most obvious level, the immediacy of delivery is crucial. One of *Addicted to Noise*'s features is a nightly posting of that day's breaking rock 'n' roll news, news that is accessed around the world and, for example, rebroadcast by the Triple J radio station of Australia—and, no doubt, picked up by many other journalists as well as fans. This compares to production and distribution schedules for CD-ROMs that might range from an absolute minimum of a couple of weeks to a more realistic couple of months.

However, besides that, online publication has other interesting advantages. Firstly, all issues of *Addicted to Noise* remain online and are indexed. Thus eventually *Addicted to Noise* will become a sort of virtual history of rock 'n' roll, both by its ongoing coverage of current trends but also through its articles of historical analysis tracing, for example, the devolution of punk from the Ramones to Green Day and Offspring. This contrasts starkly with the package-of-the-month approach of the CD-ROM publishers. Secondly and more prosaically, *Addicted to Noise* doesn't have to worry about whether to press thirty thousand or one hundred thousand copies of any issue. It's there online for accessing by as many people as want to access it—and, in fact, it's accessed by far more people around the globe than any CD-ROM collection of atoms. The first issues of *Addicted to Noise* are reported to have received between 750,000 and 1,000,000 hits each (which are not the same as the actual number of readers; "hits" refers to the number of clips and samples accessed—but it's still a substantial number).

While *Addicted to Noise* values text highly—as Goldberg said, "There are things you can do with text that you can't do in any other media"—sound samples and video are an integral part of *Addicted to Noise*. The major drawback at this time is the limited bandwidth available for getting those large files off *Noise*'s server and into the consumer's computer. Many of *ATN*'s readers are currently at universities or other places with fast lines; thus the bandwidth problem is not severe for them.

Goldberg is a true believer in the coming age of cheap bandwidth and is positioning *ATN* accordingly. However, in the meantime, it is true, as became quite obvious while he was demonstrating *ATN*, that if you want speed for multimedia, online is not the way to go unless you have those high-speed connections. At the more abstract design level, however, there is no real difference between what is possible to do online or on CD-ROM—as Goldberg put it, "If bandwidth wasn't an issue you could do anything, it's all digital."

David Cherry immediately demonstrated the advantages of CD-ROMs when it comes to fast playback of sound or video with a few mouse clicks on *Blender*. He remarked, "The idea with me for digital media is to create some sort of synthesis between text and music and video. It's all got to happen at one time; people have got to be presented with an experience that they're going to find compelling, that they're going to find interesting.

"The other point I want to make about the difference between online and CD-ROMs is that online is a vast sea of information—there's so much stuff out there. What Michael's doing is presenting you with a small bit of that package and what we're doing is presenting you with a really, really tightly edited piece, all of which works together."

Clearly, designing a single product every month is a different and less ambitious proposition than designing an ever-growing accumulation of material. In addition, while the linking capabilities of the Web are obviously appealing and among its chief advantages, they can also pose difficulties if someone links into your pages inappropriately.

RIGHTS AND FAIR USE

Acquiring the rights to use preexisting material in CD-ROM titles has become a mini-industry of its own—but in the case of magazines with sound and video clips, the issues are quite different from those posed by repurposing material for a single-focus or reference title.

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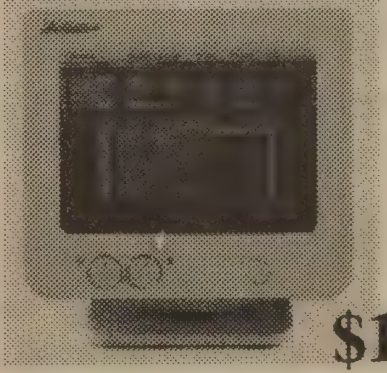

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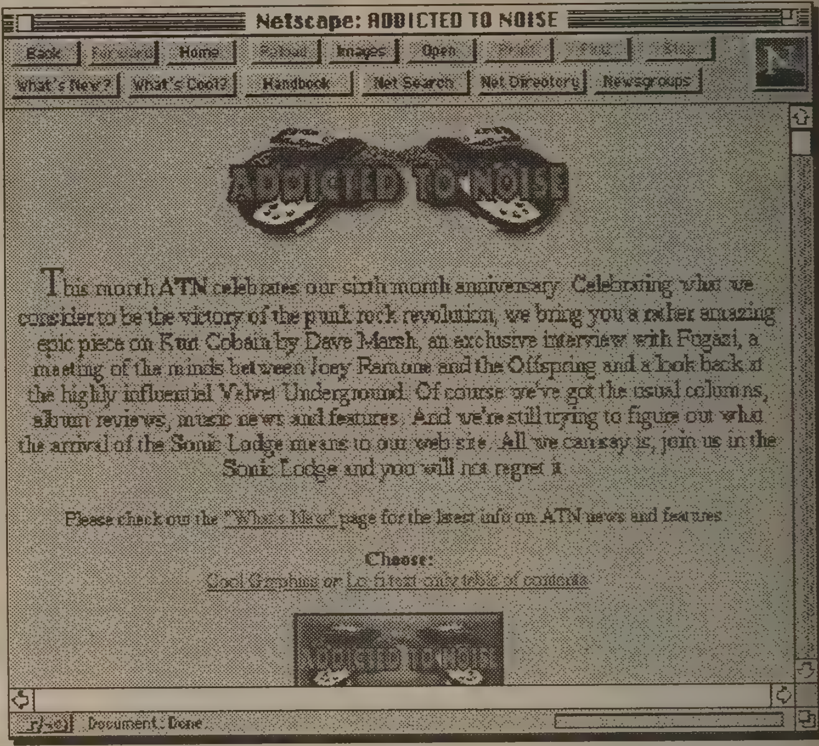
MULTIMEDIA MAGAZINES *continued...*

Theoretically, all the panelists believe in "fair use," that is the right to quote short excerpts of music or film for review purposes. This is an important principle, but one that is not yet clearly established in multimedia law. In practice, there turned out to be differences in the way this matter is handled by the CD-ROM and online publishers.

Launch's Bob Roback, while philosophically agreeing with the principle of fair use, explained, "Major publishers believe that they should be compensated for their music. At a strategic level, we decided to go to all the major music publishers and get blanket licenses for 30-second samples for a nominal and reduced royalty fee. This allows us to freely access music and include it on the disc and not worry, when dealing with record labels, that the publishers are going to become an issue."

Cherry had a similiar story with *Blender*, which decided for purely pragmatic reasons of lowering scheduling overhead to contact record labels and obtain permission to use one 30-second clip per review—a right which fits within record companies' promotional rights, thus evading the issue with publishers.

The case with *Control* is different yet again, because *Control* does not run music reviews as such but rather features about artists; David Schwartz announced that they were currently in the process of clearing rights to various clips. *Hyperhead Media* is at an early stage of development, but plans to use a clip from every



This month ATN celebrates our sixth month anniversary. Celebrating what we consider to be the victory of the punk rock revolution, we bring you a rather amazing epic piece on Kurt Cobain by Dave Marsh, an exclusive interview with Fugazi, a meeting of the minds between Joey Ramone and the Offspring and a look back at the highly influential Velvet Underground. Of course we've got the usual columns, album reviews, music news and features. And we're still trying to figure out what the arrival of the Sonic Lodge means to our web site. All we can say is, join us in the Sonic Lodge and you will not regret it.

Please check out the "What's New" page for the latest info on ATN news and features.

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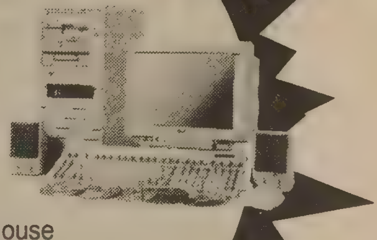

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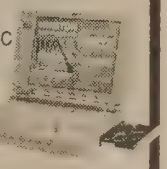

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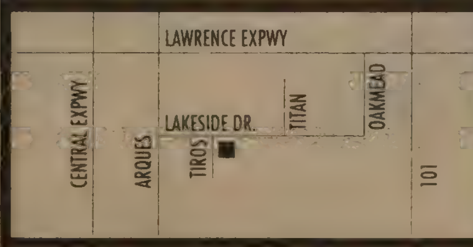

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track on an album under the fair use principle.

Addicted to Noise, as an online publication, deals with the problem from a different angle. In addition to a strong philosophical dedication to the fair use principle, Goldberg explained that, because they are not selling a product to a consumer (shipping atoms) but are providing a free service, they are also practically covered under fair use. He noted that he had told record companies of *ATN*'s plans and that "all of them seemed very eager for review in *ATN* and we've had no problems along these lines." Later, when I attempted to clarify the situation, he told me that, backing up the philosophical basis of the decision, they had received legal advice that *ATN*'s approach was protected.

WHAT'S ENOUGH, WHO PICKS, AND EXCLUSIVE CONTENT

When representing an album's worth of music, one of the obvious questions is, "How much do you need to hear to provide an accurate impression of the whole thing?" The answers range from *Blender*'s one 30-second clip (pragmatically, not editorially based) through *Launch*'s three 30-second clips and *ATN*'s three clips of varying length to *Hyperhead*'s sampling of every track from an album.

A member of the audience asked who should pick those clips. All the panel members were vehement that they should be the ones to edit those clips to their own requirements—although Cherry raised the possibility that one day record labels would provide preedited clips, much as they currently provide the standard publicity features that run in many publications. This is obviously not a welcome idea, and, in the case of sound samples, will just as obviously be easy to circumvent. However, when dealing with more complex and expensive media such as films or videos, I think it is likely that the footage will be preselected to some extent by the originators, pretty much as they do with film trailers. Indeed, *Launch* uses studio trailers as its film previews.

It is clear that publishers will have to generate their own original and exclusive content in addition to using samples of otherwise available media. Theme music to disguise disc access time, provide identity, and to set a mood is important to CD-ROM publishers. Original interviews and video with artists instead of canned material provided by publicists is also an essential ingredient of the mix.

In *Control*'s case, much of the multimedia material is designed to demonstrate how equipment works, and to compare sounds from different kinds of gear, to really present different kinds of information that can be kept and used more fully than a mere sample of another media. Synthesizer patches and shareware are further examples of this strategy. Other titles use purely digital material such as short animations and mini "time-killer" games as important assets to distinguish one title from another. In

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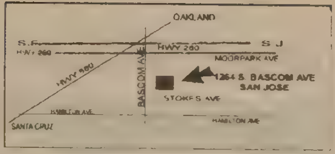

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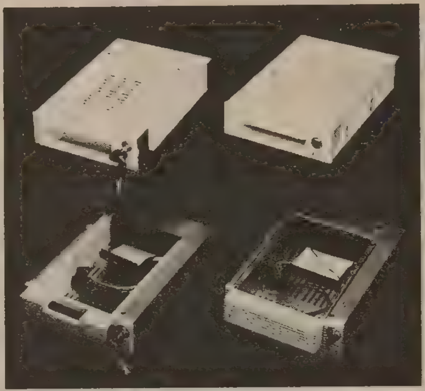

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this general area, multimedia magazines face almost exactly the same editorial challenges that any other media face.

ADVERTISING

Advertising is going to be an inescapable part of the mix. *Addicted to Noise*, being a free service, is entirely supported by advertising, just like this magazine.

All the CD-ROM titles have advertising mixed in with the editorial. The key question is whether it will be forced down one's throat without being able to avoid it, or will it be sufficently amusing that one chooses to check it out? Both approaches are being tried. When you've finished an article in *Blender*, you have to watch ten seconds of an advertisement or close your eyes. *Launch* runs a "jumbotron" screen in its metaphorical cityscape as well as billboards. *Launch* has a section of advertisements called Resources, consisting mostly of demos and simulations of products and services.

Just like any other form of advertising, interactive advertising will work either by reinforcing brand-name awareness on an almost subliminal level, as the Dewar's ads with their picture-shuffling puzzle game do, or by presenting solid information about the product. Some will be annoying and trite, some will entertain, some will be effective—but the key to an ad's success will be whether it engages the viewer's attention enough to influence a purchase.

THE FUTURE

All the panelists had the obvious financial desire to do better than break even with their publications. David Cherry focused on that with *Blender*, "By

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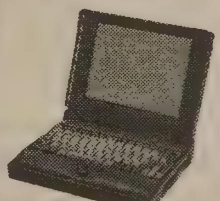

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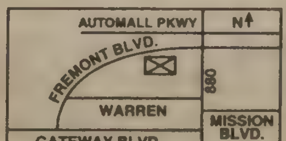

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GOLDEN MICRO COMPUTERS

MULTIMEDIA MAGAZINES *continued...*

Christmas next year, we hope for a monthly circulation between fifty and one hundred thousand with advertising to match. That'll be success."

David Schwartz explained *Control*'s goals further, "We're not trying to be controversial, but we're trying to take advantage of the technology to bring a higher level of understanding of the art and science of creating in a musical medium. It's hard to quantify success, but it is important to us to build with our disc. The next development after we introduce the disc is an online presence on the Web. We're looking to build a community of people that share the kind of interests that we're representing with this periodical. To the degree to which we can expand those horizons and bring people new kinds of information and education, we'll be successful if people respond to that and if we're able to connect them with the suppliers of information, manufacturers, services, and people who will be advertising on it, if we're able to put them in direct contact with the end-users and facilitate the information flow back and forth."

If you want speed for multimedia, online is not the way to go unless you have those high-speed connections.

Bob Roback announced, "Our editorial goal, as the name Launch suggests, is to introduce people to new music, new artists. Some of the artists on the first issue, the artists with more notoriety, are really there to draw people in. Our ultimate goal is to give people the opportunity to find out about new music in a manner that they're not accustomed to. Rather than sitting and watching MTV, which has reduced its video playlist, or sitting by the radio, you can now pop this disk in your computer and look at new bands. The opportunity to sample their music is obviously very powerful if you're an active music consumer—so really what we're trying to do is to educate people."

Ross Teasley saw *Hyperhead*'s future as "a hybrid with online, a focus on broad coverage, and useful."

Michael Goldberg's wishes for *Addicted to Noise* include, "Half a million people from around the world logging on to the best rock 'n' roll magazine in the world. Content, great pieces on what's going on. We're trying to use all the media at our disposal to communicate. This is journalism, multimedia journalism."

Sounds like everyone is ready to dance. (Tapes of the complete panel session—ask for P-13, "Watch, Listen or Just Read for a While—Interactive Magazines"—or any other session of Music & Multimedia '95 are available from Multimedia Marketing, 6550 Joshua St., Agoura, CA 91301; 1-800-301-2341.) ■

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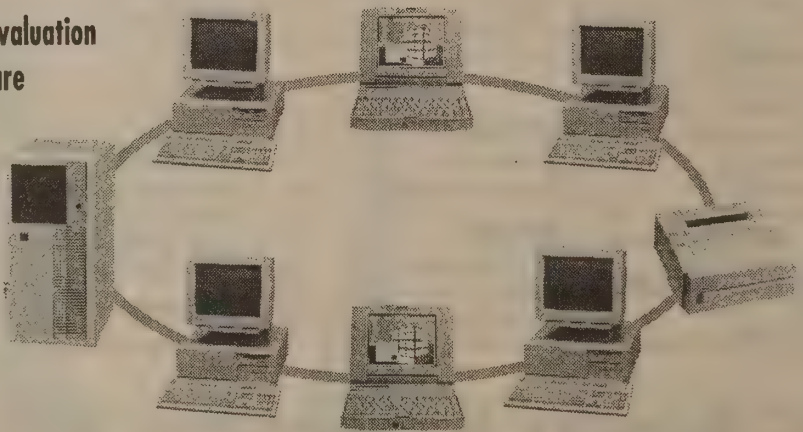

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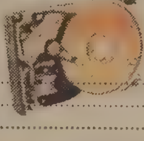

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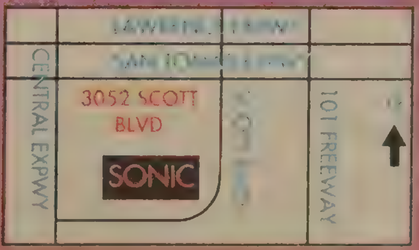

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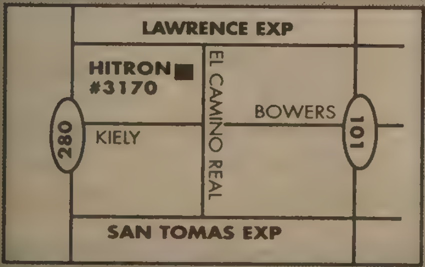

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DeluxePaint V: The Standard Continues

Electronic Arts Returns With New Version

BY DOUGLAS J. NAKAKIHARA

Have you noticed that despite the fact that Commodore's been gone for over a year, cool stuff keeps coming out for the Amiga? Developers continue to release upgrades and even brand-new products. In the past few months I've covered VLab Motion, ImageFX 2.0, and AlphaPaint. I haven't even got to Toaster 4.0 and LightWave 4.0 which are really going to blow your socks off.

Anyway, I'd all but written off an upgrade of DeluxePaint (aka DPaint) from Electronic Arts (EA), but die-hard fans can now rejoice—DPaint has returned with a vengeance in the form of version V.

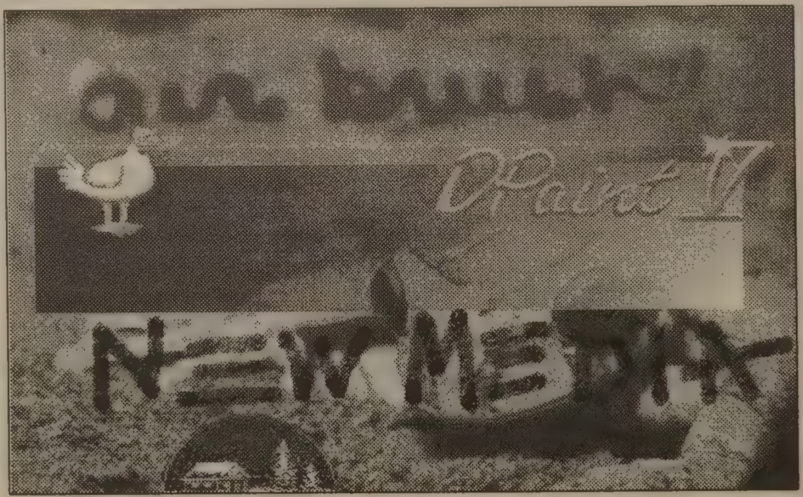
Overall, EA has retained the same familiar interface: pull-down menus and right-side toolbar. However, a lot has changed under the hood. They've included many of the features people have been asking for, particularly ARexx and true-color support.

However, don't look for top honors in image processing, which has never been DPaint's forte. DPaint excels in register-based image processing (256-color and less stuff), although this new version does internally support 24-bit images, and of course it has always supported the HAM modes.

I'm going to make the big assumption that you're somewhat familiar with DPaint, and concentrate on what's new.

24-BIT TRUE COLOR SUPPORT

If you have the new "Backing Store" option selected and load a 24-bit picture, DPaint will internally track all of the image's RGB data. It does this independent of the screen mode being used. As such, the image that appears on your screen is only an approximation of the true image being manipulated. Obviously, an AGA Amiga will display an image closer to reality using HAM8 (256,000 colors) than a non-AGA machine using HAM6 (4096 colors).



TRUE-COLOR VS. REGISTER-BASED

Old-time DPaint users may get a little confused when using Backing Store because of the way palettes are handled. Twenty-four-bit is a true-color mode; thus any pixel in the image can be any one of 16.7 million colors. Every pixel has its own independent RGB value. A color palette is merely a vehicle used to assign a color to a pixel. Once the color's assigned, there is no more association with the palette, allowing you to modify the palette, load a new one, etc., without affecting the colors in the image.

Compare this to register-based modes where the palette is essentially a list of colors available to the image.

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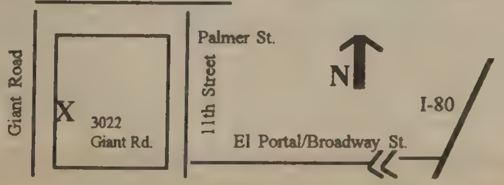
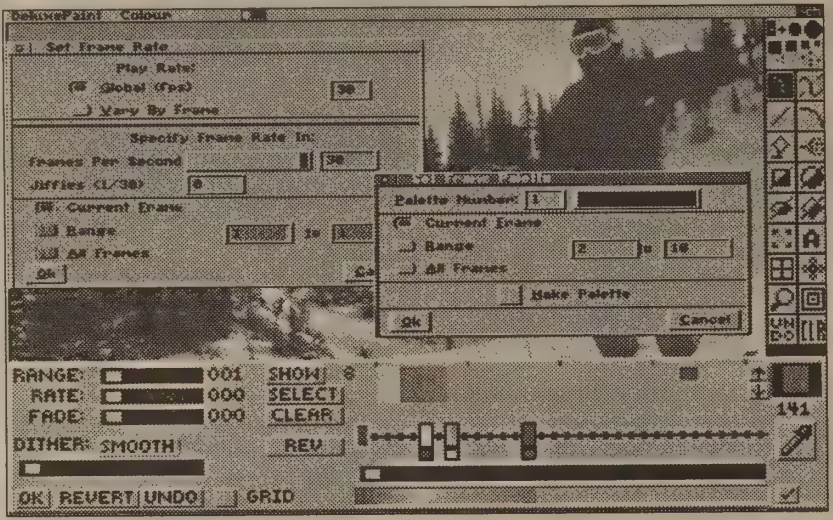


AMIGA *continued...*



Global (fps) 30

Frames Per Second 30

Jiffies (1/30) 0

Palette Number: 1

Range 2 to 16

RANGE: 001

RATE: 000

FADE: 000

DITHER: SMOOTH

> I'd all but written off an upgrade of DeluxePaint, but die-hard fans can now rejoice—DPaint has returned with a vengeance in the form of version V.

Each pixel points to a specific color in the palette list. Thus, if you change a color in the palette, any pixel that points to it will change accordingly.

When using Backing Store with a HAM8 display, loaded brushes look great without the need to remap their color palettes. You may encounter minor HAM fringing errors in the display; however, the underlying 24-bit image will have none of this. (Of course you need a true 24-bit display to verify this.) You can convert the 24-bit image to any screen mode (e.g., 256-color hi-res) supported by your Amiga by simply changing the screen format. DPaint will even, as an option, dither colors for you.

Backing Store is a great feature for people without 24-bit graphics cards or for those who just want to use DPaint's drawing tools. (Note: This trick is nothing new to the Amiga and has been implemented in various fashion on programs like ToasterPaint, ImageFX, and Brilliance.)

GRADIENT TRANSLUCENCY

Another new feature allows you to create gradients with variable translucency. This is implemented through the Color Range requestor. Every "color bead" in a range can have its own independent Fade (translucency) setting. DPaint interpolates the in-between settings based on the relative position of beads on the range line.

The color change between beads has three dither options. You can smooth the change or make the changes more distinct with the Pattern option. The Random setting lets you adjust the dither between none and smooth.

NATURAL EFFECTS

New to the Effects menu are the Natural Media and Textured Background modes. These work in conjunction with each other.

Natural Media includes chalk, felt-tip marker, oil pastel crayon, and watercolor. Textures are basically IFF brushes that provide the target for the selected Natural Media. Many textures are supplied, including canvas, fabric, fiber, paper, and wood. Any IFF image can be used as a texture, though the manual suggests they be tileable and use sixteen or more colors.

NEW AIRBRUSH

The Airbrush tool has a new mode that will paint shades of the foreground color to blend the desired color into an image. The old style Airbrush, which is still available, only uses the foreground color.

The Flow parameter determines the opacity of the outer edge of the spray. There is a see-through window which allows you to test the Airbrush settings on a portion of the underlying image. Unfortunately, EA overlooked including the new Airbrush as a pen option with drawing tools (i.e., line, curve, etc.), so you are limited to drawing freehand with it.

BRUSH CUTTING

The polygon brush cutting tool now allows you to draw in freehand the outline of your brush. This feature can be used in conjunction with the straight-line polygon mode. The new Magic Pickup mode works something like a standard fill operation. It will let you instantly pick up a contiguous shape that is surrounded by the background color or you can pick up a contiguous shape consisting of a single color. This has very limited application when using highly detailed images, however.

FILE REQUESTORS

Since DPaint now uses ASL requestors, File requestors now have an options window to allow various loading options, depending on what you are loading. The options window displays things like a thumbnail preview, file size, resolution, number of colors in palette, etc.

The thumbnail previews can be embedded into the image file and/or used for the file's icon when the image is saved. Both of these are program preference settings. There is an adjustable smoothing setting to anti-alias the previews. Note, however, that the image-embedding scheme is not a standard, and other programs may eliminate it when resaving.

MOVE REQUESTOR

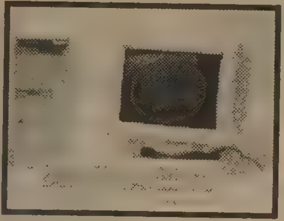
The Move requestor lets you interactively set the beginning and end points of your animated move. This includes positioning, sizing, and perspective rotation. The ability to set a beginning and ending translucency allows you to do things like fade a brush from view as it is moved.

The new Camera Move requestor is similar to the Move requestor but allows you to scroll around an entire screen. Also like the Move requestor, you can interactively set the beginning and end points. This is a very cool feature and was at the top of many animators' wish lists.

ANIMATIONS

In prior DPaint versions you were always limited to a single palette for animations. This limitation is gone; you can now independently set the palette for every frame.

There are also tools to apply a palette to all frames or a defined range. In similar fashion, the frame rate for an animation can be set independently for each frame. This can be from one to sixty frames per second.



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The LightTable feature lets you simultaneously see up to four frames of an animation, in addition to the current frame. For each of the four frames you can now: hide/unhide, set the relative frame number, and specify a dim value.

AREXX

DPaint finally supports ARexx with what appears to be a full command set. Command details fill forty-five pages of the manual. I was glad to see the inclusion of interactive requestor commands as well as commands to get the values of various DPaint settings. Kudos to EA.

Up to ten macros (i.e., ARexx scripts) can be assigned to hotkeys for quick access. These also appear in a user menu as Macro #1, Macro #2, etc. This gives you no clue as to what each does. If you don't remember, you have to bring up the Load Macro requestor to find out.

A few pre-made macros are included, but they aren't too useful. One attempts to add a translucent drop-shadow to a brush, another tries to add a beveled edge, and another lets you type DPaint commands at a CLI prompt. The others are essentially single command scripts, which makes you wonder why they are even there. However, the provided scripts do act as good examples to help you write your own macros.

A macro-record feature has been implemented that writes operations including mouse movements to an ARexx file. To minimize the complexity of recorded information, there is an option that reduces unnecessary detail. Unfortunately, the record function does not reproduce all operations. For example, if you open a requestor and set certain options for a color range, none of the details will be recorded, only the main operation command. Still, this goes a long way in saving time when you're trying to write a working script and it's just a matter of adding the required command parameters. Can you imagine trying to write an ARexx script to sign your name from scratch?

OTHER NEW FEATURES

Printing options have been enhanced. There is more control over printing parameters and there is a feature that allows you to print an animation in storyboard fashion. Up to sixteen pictures per page are allowed.

Pressure-sensitive drawing tablets are supported. Pressure can be translated into any combination of variable translucency, color cycling, and brush size. DPaint still only has a wimpy one level of undo—that's probably my biggest complaint.

PLAYING AROUND

The DPaint Player program has been totally revamped and is a joy to use. You can play an Anim directly from your hard disk, so your entire Anim does not have to fit in RAM anymore. The player also features an optional speedometer mouse pointer. There appears to be a little bug in getting it to operate, but the trick is to use the spacebar to stop and start playback. Using the menu or Amiga-P key-

continued on page 342

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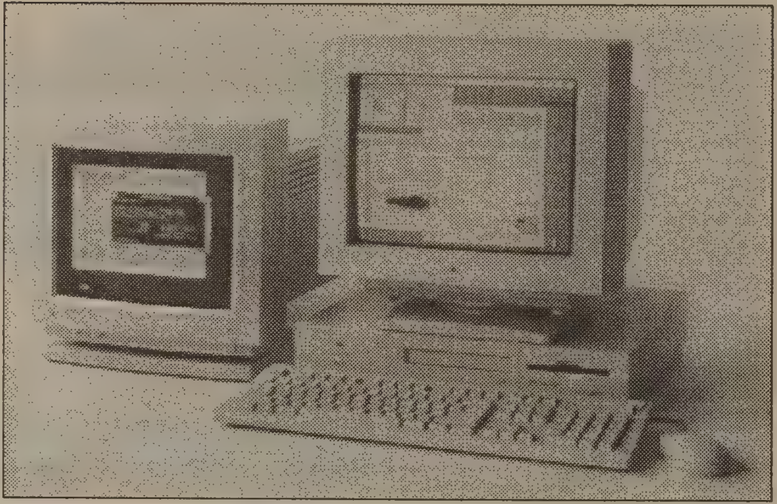
PC Mac Does Windows Too

The Dual-Platform Macintosh

For an old MacPowerUser like me, learning DOS feels a bit like playing retro-chic. But the venerable command language OS is not without its charm, like reading *Beowulf* or Chaucer. And Windows...more on that next month.

Nobody's jumping ship here. I'm happily expanding my horizons with Apple's first hybrid configuration, the DOS Compatibility Card for Macintosh in a PowerPC 6100/60. You can also get the same functions fully preconfigured as the Power Macintosh 6100/66 DOS machine for $2759. The Apple DOS card will not fit in the 6100/AV or any other models than the 6100 at this time.



THE AMAZING TWO-HEADED TRANSPLANT

With both configurations, you can enjoy the miracle of parallel operating systems in one machine.

It took me less than fifteen minutes to install the DOS card into the 6100/60. The DOS card packs an Intel 486DX2/66 microprocessor and Sound Blaster 16-bit sound compatibility. The special cable connects the card to the Mac CPU, sprouts a PC game port, and allows you to add a second monitor. You can see the PC side either shared on the Mac's monitor or on a dedicated second monitor. The card's RAM can be upgraded by adding SIMMs. The package comes complete with the DOS 6.22 and Microsoft Windows 3.1 software, and it took less than twenty minutes to install and configure both operating systems.

Every time I hit the command and return keys, it seems like a minor miracle that the bright Mac menu bar fades into the inky C:> prompt world of DOS—and then back again at another tap. Not only that, but you don't have to quit out of anything. Both coprocessors are working independently. At last...true multitasking on the Mac!

You can also keep using the same mouse and keyboard for the Mac, the hard disk, CD-ROM drive, printer, modem, and most other peripherals, and, within limits, employ PC-compatible peripherals. You can copy and paste between Mac OS and PC documents and communicate with network servers and computers using PC software. For musicians, there's a whole range of PC sound applications that this card opens up—e.g., PLAYMIDI, Windows Mixer, Creative WaveStudio, and FM Intelligent Organ.

To test the configuration, I used a DOS game and a Windows productivity application, both on CD-ROMs. Id Software's DOOM is a good runner for DOS, with color, animation, action, response, several screen configuration adjustments, Sound Blaster compatibility, and saving game files. It may have been more sprightly on

BY TONY REVEAUX

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PC MAC DOES WINDOWS TOO *continued...*

a souped-up 486 with more RAM, but in every respect it was a successful alien abduction of a Macintosh screen.

3D Landscape from Books That Work involves just about every function of a productivity application. It has text files, sound, color, and very demanding 3D animation, both real time and playback. You are able to configure tables such as a materials estimator, and design lots with sun charts and seasonal change, all in rotatable 3D. Again, the refresh rate on the redrawing would probably be zippier with more RAM on the card, but this Windows CD was totally accessible and operative on my Mac.

TRUE COMPATIBILITIES

There may be a Mac in DOS card for PC platforms emerging from the newly liberated clone manufacturers sometime in the future, but I certainly haven't heard any rumors to that effect. So the only way to go for a real hybrid machine is with Apple's DOS in Mac solution and from other third-party vendors.

Orange Micro offers a wide variety of DOS cards which will fit in several NuBus models of the Mac, including Duo Docks, 7100s and 8100s, which opens them up for serious desktop video and multimedia applications. Orange presents several flavors of Intel coprocessors, memory, and connectivity interfaces, ranging from about $800 to $3000. Reply Corp.'s DOS on Mac cards cost from about $500 to $800, come in either a 486DX2/50 or /66-OMB, and with up to 16MB of RAM. And, they may even include DOOM.

Apple emphasizes that its product is a DOS *compatibility* card. It's amazing how virtual-PC a performance they squeeze out of it. But for some functions and applications, all the PC hardware pieces are simply not there. There is no parallel port for using some PC peripherals. The Mac mouse tracks perfectly for Windows, with ways of working around one-button vs. three-button commands. But there is no mouse driver that can work in this DOS (sorry DOOMers) because the route through the Mac buses is too circuitous. If you need millions of colors and a screen resolution of 1024 x 768, it can't supply the VRAM to back it up. You should look into the other vendors' offerings.

> Why hasn't there been more interest in hybrid Mac machines? Part of the answer may be that the "two cultures" mindset still rules most of the homes and offices of America. You're either in a Mac shop or a PC precinct, and the twain do not meet, nor share recipes around the water cooler.

This DOS card is just Apple's first venture into hybridhood. There are more internal cross-platform solutions coming through the Cupertino pipeline.

TOWARD A UNIFIED-PLATFORM WORLD

It's been seven years since Orange's first DOS in Mac board hit the streets, and it worked fine then. Why hasn't there been more interest in hybrid Mac machines? Part of the answer may be that the "two cultures" mindset still rules most of the homes and offices of America. You're either in a Mac shop or a PC precinct and the twain do not meet nor share recipes around the water cooler.

There are four good reasons why a hybrid Mac is a stellar solution to some of the strongest trends in desktop computer usage: multimedia playback, home office, multimedia production, and the proliferation of mixed-platform work sites.

RESOURCES:

Apple Computer, Inc.
One Infinite Loop
Cupertino, CA 95014
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Seven years ago was before the success of the CD-ROM multimedia explosion. Now that there is an established, installed user base of players and a growing audience for the 10,000 or so CD titles published in a year, computer owners are looking to CD-ROMs to satisfy a wider range of interests. No matter what topic you seek, you will find a growing number of titles that are hybrid, compatible with Mac and DOS/Windows on the same disk. But just as often, there will be titles of interest spinning on the other side of the format fence.

The Windows user who wants Laurie Anderson's *Puppet Motel* from Voyager and the Mac user who wants the how-to *3D Deck* from Books That Work are equally frustrated campers. For active users, families, libraries, and offices, the DOS in Mac 6100 with a CD-ROM drive is an ideal platform for viewing and using any title.

One frequently heard concern comes from those computer buyers who may prefer to use a Macintosh in the home, but would also like to be able to bring back work from a DOS- or Windows-dominated office. A variety of software-based workarounds have supported these relationships over the years. The weakness of that structure is that everything is more time consuming, and while it may be possible to do a fair amount of reviewing and editing, it is usually not possible to author documents there for the DOS side. A hybrid Mac is an ideal solution, and far less expensive than the two-machine two-desktop outlay.

In multimedia production, a great many titles are developed on the Mac and then released first on Windows. PC-based developers will need to work on fully configured high-

continued on page 344

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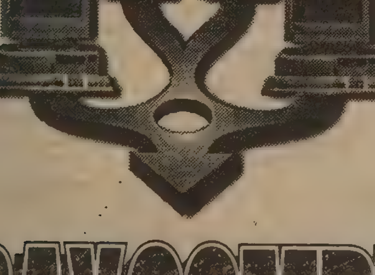

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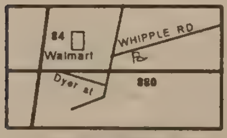

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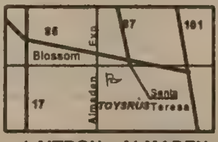

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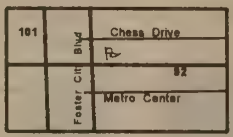

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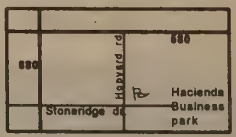

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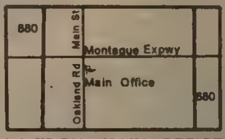

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LAITRON COMPUTER WEEKLY SPECIALS

CADSTATION

- Micro Star PCI w/256K M.B.
- 80486DX2-66 CPU w/fan
- 8MB RAM 70ns 72pin
- Teac 1.44 MB Floppy Drive
- 32 Bit PCI IDE W/ HI SPEED IO
- Quantum 540 MB IDE HD
- Diamond Stealth Video w/1MB
- ACER 15" 1024X768 .28dp SVGA
- Mitsumi 101-key Keyboard
- Mini Tower Case w/230w P.S.
- Logitech Mouseman
- Micro Soft DOS 6.22
- Micro Soft Windows 3.11

$1249

upgrade

TO DX4 100	$30
TO Pentium 75	$245
TO Pentium 100	$429

MOVIESTATION

- NexGen VLB M.B. & P80 CPU
- 8MB RAM 70ns 72pin
- 1.44 Floppy Drive
- 32 Bit VLB IDE w/2S/1P/1G
- Quantum 540 MB IDE HD
- 32 Bit VLB Video Card w/2MB
- Acer 15" .28dp N-INT SVGA
- Mitsumi 101-key Keyboard
- Mini Tower Case w/230w P.S.
- Sony 2-Speed CD-ROM
- Sound blaster 16 bit Sound Card
- Deluxe Speaker & Mouse
- Sigma Designs Reel Magic Lite
- Micro Soft DOS 6.22 & Win 3.11

$1699

upgrade

TO P90	$90
TO P100	$195

INTERNET STATION

- MicroStar PCI w/256K M.B.
- Pentium Over Drive Ready
- 80486DX2-66 CPU
- 4MB RAM 70ns 72pin
- 1.44 MB Floppy Drive
- 32 BIT EIDE w/2S/1P/1G(16550)
- 420MB IDE HD
- 32 Bit PCI Video Card w/1MB
- 14" .28dp 1024X768 SVGA
- Mitsumi 101-key Keyboard
- Zoltrix 14400 Fax / Modem
- Mini Tower Case P. S.
- Micro Soft DOS 6.22

$999

upgrade

TO DX4 100	$30
TO Pentium 75	$245
TO Pentium 100	$429

DUAL PENTIUM

- One Intel P90 CPU w/fan
- Asus Dual Pentium Main Board
- 4 PCI / 4 ISA Slots
- 256K SIS Chipset
- 8MB 72 Pin RAM 70ns
- 1.44 MB Floppy Drive
- 2S1P1G IO(16550)
- Enhance IDE Controller
- CONNER 1.2GB EIDE HD
- Diamond Stealth VIDEO w/1MB
- Acer 15" .28dp 1024x768 Non-Int
- Keytronic 101-key Keyboard
- MS DOS 6.22
- Medium Tower Case
- 250-Watt Power Supply

$2299

upgrade

TO Pentium 100	$110
TO Two Pentium 90	$389
TO Two Pentium 100	$599

HARD & FLOPPY DRIVES

CONNER	
270MB 12ms IDE	$140
CFS-425A 425MB 14ms 32KIDE	*$142*
CFS-540A 540MB 14ms 32KIDE	*$169*
CFS-850A 850MB 12ms 64KIDE	*$204*
CFS-1275A 1.2GB 15ms 64KIDE	$279
CP-30350 340MB 12ms SCSI	$179
CP-30540 540MB 12ms SCSI	$239
CFP1080S 1.08GB 256K 10ms	$439
CFP1080W 1.08GB 256K 9.5ms Fast Wide	$539
CFP-2105S 2.1GB 8.5ms 256K SCS-2 Int.	*$829*
CFP-2107S 2.1GB 8.5ms 256K SCS Ext.	*$899*
CFP-4207F 4.2GB 8.5ms SCSI-2	*$1269*
MAXTOR	
MXT-7270AV 270MB 14ms 32K IDE	*$144*
MXT-7420AV 420MB 14ms 32K IDE	*$154*
MXT-7540AV 540MB 14ms 64K IDE	*$158*
MXT-7546A 546MB 12ms 256K EIDE	*$189*
MXT-7850 850MB EIDE	$209
MXT-7150A 1.0GB 12ms 256K IDE	$269
MXT-71260A 1.2GB 12ms 256K Ide	$279
QUANTUM	
MV-540 540MB 14ms 128K IDE	$169
LT-540A 540MB 11ms 128K IDE	$189
LT-730A 730MB IDE	*$209*
MV-540S 540MB 14ms 128K SCSI-2	*$184*
LT-540S 540MB 11ms 128K SCSI-2	$224
LT-730S 730MB 11ms SCSI-2	$259
PD-1080S 1.0GB 10ms 512K SCSI-2	*$539*
EM-2100 2.1GB Empire 8.9ms 512K SCSI-2	*$819*
XP-321515GPS 2.1GB 8.5ms 512K SCSI-2	*$825*
Q34301GPS 4.2GB 8.5ms 512K	*$1049*
WESTERN DIGITAL	
WD-2420 420MB 12ms IDE	*$174*
WD-2540 540MB 12ms IDE	$189
WD-2700 730MB 12ms IDE	*$215*
WD-2850 850MB 10ms IDE	*$214*
WD3120 1.2GB 11ms	$319
WD-3160 1.6GB 10ms	$529

HARD & FLOPPY DRIVES

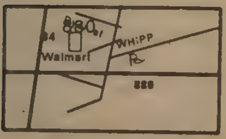
HEWLETT PACKARD	
HP C2490SE 2.1GB 8.5 ms SCSI II	*$969*
HP 3725 2.1 GB 8.9 ms EIDE	*$969*
HP C3323SE 1.05 GB 9.5ms SCSI II	*$499*
HP 3724 1.2 GB 9.5 ms EIDE	*$529*
MICROPOLIS	
MC2217S 1.75GB 10ms SCSI -2	$779
MC2217AV 1.75GB 10ms SCSI -2 Audio/Video	$929
MC-4221 2.1 GB 8.5ms 512K Int.	*$949*
MC-4221 AV 2.1 GB 8.5ms 512K Int. Audio/video.	*$1049*
MC1936AV 3.0 GB Audio Visual	*$1299*
MC3243 4.0GB SCSI 8.5 ms	*$1349*
MC3243 AV 4.0GB SCSI 8.5 ms Auio/Video	*$1429*
MC1191 9GB 10ms 5.25" SCSI-2 Audio/Video	*$2229*
MC1191AV 9GB 10ms SCSI-2 Audio/Video	*$2329*
SEAGATE	
ST-3491A 420MB 14ms 128K IDE	$159
ST-3660A 540MB 14ms 128K IDE	$179
ST-3780A 720MB 12ms 256K IDE	$194
ST-5850 850MB 11ms 256K IDE	$229
ST-31220A 1.08GB 12ms 256K	$319
ST-31230N 1.05GB 9ms 256K SCSI-2	$499
ST-31230N 1.05GB 9ms 256K SCSI-2 Ext	$589
ST-32430N 2.1GB 9ms 512K SCSI Int. / Ext.	$829/$929
ST-32550N 2.1GB 8ms 512K Int.	$949
ST-12550W 2.1GB Fast-Wide SCSI	$1080
ST-15230N 4.3GB 9ms 512K SCSI Int.	$1099
ST-15230N 4.3GB 9ms 512K SCSI Ext.	$1199
410800N 9.0 1024K GB 11.5ms SCSI-2	*$2629*
410800NW 9.0GB INT SCSI-3	*$3099*
SYQUEST (Removable)	
270 MB W/ one cart. IDE Int kit.	*$454*
270 MB W/ one cart. SCSI Ext. kit.	*$499*
270 MB W/ cart. Printer port External	*$489*
105 MB / 270 MB Cartridge	*$57/$67*
TEAC FLOPPY DRIVE	
1.2 MB 5.25"	*$41*
1.44 MB 3.5"	*$31*
COMBO 1.44 MB & 1.2 MB	*$87*

VIDEO CARDS

ATI	
Graphics Ultra Pro 2MB PCI or VLB VRAM	$207
Graphics Wonder 1MB ISA / VLB	$91
GRAPHICS EXPRESSION 2MB VLB or PCI	$202
GRAPHICS PRO TURBO 64 2MB/4MB	$325/$509
WIN BOOST 1MB/2MB DRAM VLB / PCI	$127/$165
WINTURBO 2MB/4MB VRAM VLB / PC	$254/$420
CIRRUS LOGIC	
CL-GD5420 w/1MB	$58
CL-GD 5428/5429 VLB w. 1MB	$69/$72
DIAMOND	
Speed Star 64 1MB ISA / (PCI or VLBI)	$139/$179
Stealth64 1MB / 2MB DRAM (PCI/VLB)	$111 /$154
Stealth VEDIO DRAM 1MB/2MB PCI	$135/176
Stealth VEDIO 2MB/4MB VRAM PCI/VLB	$261/$397
Viper SE 2MB/4MB (PCIorVLB)	$284/$449
Viper PRO VIDEO 2MB/4MB (PCIorVLB)	$394/$544
MATROX	
Impression Plus 2MB PCI 1600 x1200	$349
Impression Plus P12/220 PCI 220 MHZ Ram Deck	$449
Impression Lite 2MB (PCI or VLB)	$284
NUMBER NINE	
GXe 64 1MB / 2MB (PCI or VLB)	$159/$219
GXe 64 Pro VRAM 2MB/4MB(PCI or VLB)	$324/$484
9FX 531 1MB/2MB(PCI or VLB)	$169/$214
9FX 771 2MB/4MB(PCI or VLB)	$279/$419
GXe Pro 1600 2MB/4MB(PCI or VLB)	$515/$659
ORCHID	
Kelvin 64 1MB / 2MB (PCI/VLB)	$117/$165
Fahrenheit 64 1MB / 2MB (PCI/VLB)	$126/$169
Fahrenheit 64 PRO 2MB VRAM (PCI/VLB)	$264
Fahrenheit 64 PRO 4MB VRAM (PCI/VLB)	$390
TRIDENT	
9000A 256K/512K	$31/$34
8900CL w/1MB	$54
9440 1MB VLB/PCI	$72/$79
Tseng lab W32 VLB 2MB (45 ns memory)	$135
S3 805 VLB 1MB/S3 864 PCI 1MB	$85/$95

MULTIMEDIA

CREATIVE LABS	
SoundBlaster 16 Value	$89
SoundBlaster 16 SCSI-2 / SCSI-2 w. ASP	$110/$187
SoundBlaster16 MCD / MCD w. ASP	$75/$167
SounBlaster AWE32 / AWE32 Value	$259/214
WaveBlaster / VideoBlaster	$159/$289
Video Spigot Windows	$149
Discover 16 CD Rom Value Kit	*$199*
Digital SchoolHouse CD ROM Kit	*$259*
Edutainment CD Rom Kit	*$395*
Multimedia Office CD Rom Kit	*$489*
DIAMOND	
3000 4-Speed Upgrade Kit W/6 Education CD	$349
4000 4-Speed Upgrade Kit W/11 CD Title	$299
5000 4-Speed Upgrade Kit W/30 CD Title	$389
6000 4-Speed Upgrade Kit for Small Office	$349
INTEL	
VIDEO Record 16 Bit	$429
MEDIA VISION	
Pro Movie Spectrum	$199
ORCHID	
VIDIOLA Video capture .Edit & Playback	$329
VIDIOLA PRO/C	$449
VIDIOLAPRO/D Video capture .Edit & Playback.	$514
SIGMA DESIGNS	
Reel Magic Lite	*$199*
Reel Magic Upgrade Kit	*$459*
SONY	
Sony Multimedia Upgrade Kit	**$198**
TURTLE BEACH	
Monte Carlo 16 Bit Sound Card	$94
Multisound Monterey 16 Bit Sound Card	$328
Rio MIDI Synthesizer	$139
Tropez 16 Bit Sound Card	$219
YAMAHA Speaker	
YST-M5 / YST-M10 / YST-MSW10	$54/$72/$159
YST-SS510/ YST-SS1010	$199/229
Speaker 224 / 120 / 80 / 50 / 10 W	$149/$69$55/$35/$18



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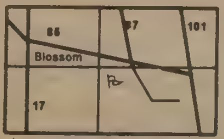

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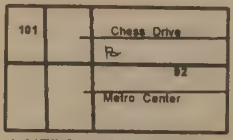

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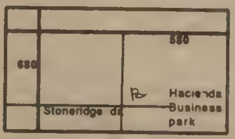

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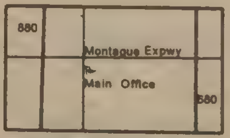

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CALL FOR UPDATED PRICES

LAITRON COMPUTER WEEKLY SPECIALS

PENTIUM 133

- Intel Pentium 133 CPU w/fan
- Asus Mother Board 256k Cache
- 4 PCI / 4 ISA Slots
- Intel Triton Chipset
- 8MB 72 Pin RAM 70ns
- 1.44 MB Floppy Drive
- PCI Enhanced IDE Controller
- High speed IO
- WD850MB IDE HD
- Diamond Stealth VIDEO w/1MB
- Acer 15".28dp 1280X1024 Non-Int
- Keytronic 101-key Keyboard
- MS DOS 6.22
- Medium Tower Case
- 250-Watt Power Supply

$2299

PENTIUM 75 PCI/VLB

- Made in U. S. A. Motherboard
- Intel P-75 CPU w/fan
- 8MB RAM 70ns 72pin
- 1.44 MB Floppy Drive
- 32 Bit EIDE W/ HI SPEED IO
- Quantum 540 MB IDE HD
- 32 Bit PCI Video Card w/1MB
- 14" 1024X768 .28dp SVGA
- Mitsumi 101-key Keyboard
- Mini Tower Case w/230w P.S.
- M.S. DOS 6.22
- 3 Button Mouse

$1249

486DX4-100

- MicroStar 3PCI w/PowerSaving
- Pentium OverDrive Ready
- AMD 486DX4-100 CPU w/Fan
- AMI BIOS w/256K Cache
- 4MB RAM 70ns 72pin
- 1.44MB Floppy Drive
- PCI Enhanced IDE Controller
- High Speed I/O(2S1P)
- 540MB IDE HD
- 32 Bit PCI Video Card w/1MB
- Acer 15" SVGA N-INT Monitor
- Mitsumi 101-key Keyboard
- MS DOS 6.22
- Mouse
- Mini Tower Case w/230w P.S.

$1049

486DX2-66/256k Multimedia

- 3PCI Pentium Ready 3.3V M.B.
- 80486DX2-66 CPU w/fan
- 4MB RAM 70ns 72pin
- 1.44 MB Floppy Drive
- 32 Bit PCI IDE W/ HI SPEED IO
- Quantum 540 MB IDE HD
- 32 Bit PCI Video Card w/1MB
- 14" 1024X768 .28dp SVGA
- Mitsumi 101-key Keyboard
- Sound Blaster Discovery kit w/2-speed CDROM, Speaker 16 bit Sound Blaster & 12 Title
- Mini Tower Case w/230w P.S.
- Mouse & Pad

$1049

NETWORK

3COM	
3C503 Etherlink II 16 Bit Coax/TP	$109
3C509 Etherlink III Coax / TP / Combo.	$99/$79/$110
3C589 PCMCIA TP / COMBO	$165/$199
3C395-TX PCI 10/100 TP	$223
3C16170 Link Builder (12 TP)	$347
Transcend Link builder FMS Management	$339
BOCA	
10T Hub 8 Port	$179
10T Hub 12 Port	$359
HEWLETT PACKARD	
Advanced Stack 12/24 port HUB	$585/$980
Jet Direct J2550A TP/J2552A combo	$320/$385
IBM	
4/16 Bit Token Ring	$205
16 Bit Ethernet	$79
INTEL	
EtherExpress 16 Coax/TP/Combo	$89/$80/$89
EtherExpress Pro 10 Combo	$98
EtherExpress Pro/100 PILA8465 PCI TP	$214
Netport II Thin & Thick/10BT	$385
Netport Express XL	$449
LOTUS	
NOTES FAX SERVER V1.0	$2199
NOTES GATEWAY FAX INBOUND V1.0A	$1999
NOTES V3.3 for WINDOWS	$349
MEGAHERTZ	
PCMCIA Combo 144 & Ethernet 10Base T	$340
PCMCIA Ethernet 10Base T or 10Base 2	$149
NATIONAL SEMICONDUCTOR	
InfoMover NE2000+ coax	$71
InfoMover NE2000+ TP	$67
InfoMover NE2000+ Combo	$84
InfoMover NE4100 PCMCIA	$169
NOVELL	
LAN Workplace v5.0	$290
NETWARE CONNECT V1.02 User	$415
3.12 or 4.1 5/10/25 USER	$450/$990/$1490
4.02 5/10/100 USER	$300/$590/$1090
Personal NetWare 2 Set Package	$110
SMC	
Elite Ultra 16 Coax/TP/Combo	$74/$84
Elite Plus 16 Combo	$129
Laitron OEM	
Coax/TP/Combo	$28/$28/$28
PCMCIA	$145
16 Bit BusMaster (NE2100 Compatible)	$79
.Hub and Repeater 8/12 Port 10base T Hub	$109/$264

Fax & MODEMS

HAYES	
Accura 144+ Int/Ext	$84/$99
Accura 288 V.34 Int/Ext	$174/$204
Optima 288 V.34 Int/Ext	$379/$409
MEGAHERTZ	
PCMCIA XJ1144 Fax(MNP5)	$179
PCMCIA XJ2144 Fax(MNP10)	$194
PCMCIA CC3288 or XJ2288	$329
PRACTICAL PERIPHERALS	
14400 Fax/Modem Int/Ext	$84/$109
28800 Fax/Modem Int/Ext V.34	$189/$215
PCMCIA 14400 Fax/Modem	$149
US ROBOTICS	
Courier 28800 V.34 Int/Ext.	$379/$425
Sportster SI 14400 Int	$73
Sportster 14400 Int/Ext.	$89/$111
Sportster 28800 V.34 Int/Ext.	$215/$235
Sportster PCMCIA 14400/28800	$179/359
World Port PCMCIA 14400	$194
ZOLTRIX	
14400 FaxModem/w. Voice Int	$49/$69
14400 FaxModem Ext.	$89
28800 FaxModem V.34 Int/Ext.	$129/$139
ZOOM	
14400 FaxModem & Voice Int/Ext	$109/159
28800 FaxModem & Voice Int/Ext	$179/193

POWER SUPPLY & CASE

American Power Conversion UPS	
Back-Ups 285 VA/400 VA	$112/$143
Back-Ups 600 VA/900 VA	$235/$349
Back-Ups 1200 VA	$459
Smart-Ups 400 VA	$339
Smart-Ups 750 VA	$355
Smart-Ups 900 VA	$459
Smart-Ups 1200VA	$619
200W Power Supply	$29
250W Power Supply	$39
230W Power Supply	$34
300W Power Supply	$59
Desktop AT Case w/230W Power Supply	$39
Mini-Tower Case w/230W Power Supply	$38
Medium Tower Case w/250W	$69
Full-Size Tower case w/250W	$89
Full-Size Tower case w/300W	$120
Super Tower Case w/300WPS 2Fan 4Wheel	$165

MONITORS

ACER	
17" 1280 X 1024 .27 DP	$589
15" 1024 X 768 .28 DP	$289
ADI	
4GP 15" .28dp 1280x1024	$365
5EP 17" 1280x1024	$624
CTX	
14" 1024x768 .28dp Non-Int	$216
15" 1024x768 .28dp Non-Int	$314
17" 1280x1024 .27 DP	$593
HITACHI	
CM1586U 15" 1280x1024 .28DP	$365
CM 1797 17" 1600 x 1200 .26 DP	$954
NS1764 17" 1280 x 1024 .26 DP	$779
IIYAMAM (IDEK)	
MF-5315 15" 1280X1024 .28 DP	*$385*
MF-5617A 17" 1600X1280 .26 DP Non-Int	*$750*
MF-8121 21" 1600x1280 @ 72HZ .30DP	$1730
MF-8421 21" 1600x1280 .25DP	$2145
IMPRESSION	
3 14" 1024X768 .28dp fullscreen	$199
3Plus 14" 1024X768 28dp NI fullscreen	$207
7 17" 1280X1024 .26 NI	*$579*
MAG	
15F DX noLED 15" 1280X1024 .28	$345
15F MX Flat, 15" 1280X1024 .28	$444
17F DX 17" 1280X1024 .26	$639
17F MXP Flat, 17" 1600X1280 .26	$890
21F MX	$1610
NANAO	
F340iW 15" Flat 1024X768 .28 NI	$499
F550i 17" 1280 X 1024 .28 NI	$765
F550iW 17" 1280 X 1024 .28 NI	$859
T2-17 17" .25dp 1600x1200 NI	$1239
T2-17TS 17" .25dp 1600x1200 NI	$969
T2-20 20" .30 dp 1600X1200NI	$1889
F2-17 .28dp 1280X1024 NI	$834
F2-17EX .28dp 1600X1200 NI	$927
NEC	
XV15/XE15/XP15	$435/$520/$630
XV17/XE17/XP17	$749/$935$1173
XE21/XP21 21"	$1875/$2295

MONITORS

NOKIA	
449E 15" 1280x1024 .28DP NINT.	$425
447L 17" 1024x768 .28DP NINT.	$739
447X 17" 1600x1280 .25 NINT.	$995
447X 17" 1600x1280 .25 NINT TCO	$1134
445X 21" 1600x1280 .26 TCO	$2449
PANASONICS	
C1791E 17" 1280X1024 .28 dp	$679
SHAMROCK	
15" .28 dp Digital Controll 1280x1024	$309
17" .28 dp Digital Controll 1280x1024	$579
SONY	
15SF 15" 1280X1024 .25	$439
17SF 17" 1280X1024 .25	$819
20SE1 20" 1280X1024 .30 NI	$1810
VIEWMAGIC	
15" 1280X1024 .28 NI w/Processor	*$285*
17" 1280x1024 .26DP NINT	*$549*
VIEWSONIC	
6E 14" 1024X768 .28 NI	$253
15ES 15" 1024X768 .28 NI	$349
15G 15" 1280X1024 .28 NI	$386
15 15" 1280X1024 .28 NI	$401
17G 17" 1280X1024 .28 NI	$682
17 17" .27 1600X1280 NI	$794
20G 20" .28 1600X1280 NI	$1210
21PS 21" 1600X1280 .26 NI	$1592
OPTIQUEST	
900S 14" .28 1024X768...NI	$235
1000S 14" .28 1024X768...NI	$259
1562A 15" .28 1024X768...NI	$333
2000DS 15" .28 1280X1024..NI	$379
4000DC 17" .27 1280X1024 NI	$643
4000TC 17" TRINTITRON .25 1024X768	$769
4500DC 17" .28 DIGITAL NI 1600X1280	$735
2082DC 20" .28 1600X1280 NI	$1229
Monochrome 14"/Monochrome VGA 14"	$79/$8
SVGA 14" 39dp	$17

84
Walmart
880

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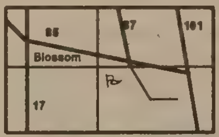

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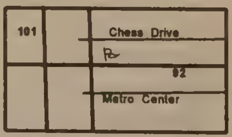

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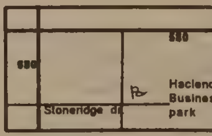

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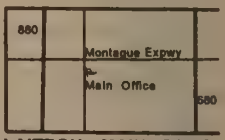

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- Mitsumi 101-key Keyboard
- Mini Tower Case w/230w P.S.
- Sony 2-Speed CD-ROM
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- Deluxe Speaker
- 3 Buttom Mouse & Pad
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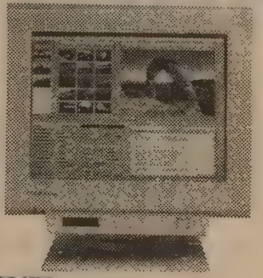
- On Board IDE w/2S/2P/1G
- Quantum540MB HD
- 32 bit VLB VIDEO w/1MB
- 14" 1024x768 .28dp SVGA
- Mitsumi 101 Keyboard
- Mini Tower Case
- 230-Watt Power Supply
- 3 Buttom Mouse & Pad

$849

liyama(IDEK)



MF-8617A

- MPR II Low Radiation
- 17" Flat Screen Monitor
- Energy Conservation System
- VGA to 1600x1200 Resolution
- Super High Refresh rates:
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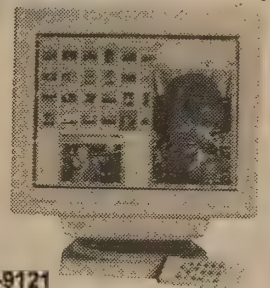
  80HZ Maximum at 1280x1024
  69HZ Maximum at 1600x1200
- .26 mm Dot Pitch
- Microprocessor Controlled
- 3-year Wwrranty

liyama(IDEK)



MF-9121

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- Energy Conservation System
- VGA to 1600x1200 Resolution
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- 3-year Wwrranty

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Trakker250MB Ext (printerport)	$275
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Trakker680MB Ext. (printerport)	$365
CONNER	
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4350XT 2.OGB Ext.	$969
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3MDC2120 Tape	$13
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2001 / 7000 w. TrackBall / 9001	$31/$42/$44
KEYTRONIC	
101-Key / 101-Key 2189 / 124	$22/$26/$55
MAXISWITCH	
2189 101-Key / 124-Key	$26$55
MICROSOFT	
Natural Keyboard	$84
MITSUMI	
Model Z / Model R 101-Key	$15/$22
NORTHGATE	
Omni 101	$85
Omni 102	$55
Ultra Omni	$83

SOFTWARE

CC:Mail Desktop 2.1 for win	$69
CC:Mail Dsektop 10 User Licenese	$359
CC:Mail Group Pack for win w. Organizer	$595
CC:Mail Lan system 10 License	$545
CC:Mail Lan Trade-up 10 License(router)	$375
CC:Mail Mobile E_Mail 2.0 for win	$135
Lotus1-2-3 for Windows 5.0	$279
Lotus1-2-3 for DOS 4.0	$359
Microsoft DOS 6.22 (w/System Purchase)	$45
Microsoft Excel 5.0 for Windows	$285
Microsoft Office 4.2 for Windows	$450
Microsoft Office 4.2 Upgrade	$285
Microsoft Project 3.0 for Windows	$425
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Micosoft Windows 3.11 (w/System Purchase)	$55
Microsoft Windows 3.11 Worksgroup(w/System)	$70
PFS Works for Windows	$29
WordPerfect 6.1 (WIN)	$249
Microsoft Window NT 3.5 (Work Station)	$295
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A fish called wanda	$24
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Star trek II-Warath of Khan	$24
Star trek V-final frontier	$24
Star trek VI-THE Undiscovered country	$24
The firm	$24
The hunt for red october	$24
The secret of nimh	$24
Top Gu....	$24
Wayne's World	$24
Wayne's World 2	$24

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CANON	
BJ-200E / BJC-600E	$269/$509
CITIZEN	
GX220 / Project II Portable	$175/$230
EPSON	
Stylus Color inkjet 720dpi	$515
HP (Hewlett Packard)	
DeskJet 540 / 560C	$286/$466
LaserJet 4L	$519
LaserJet 4Plus	$1389
LaserJet 4M	$1795
LaserJet 4ML	$1690
LaserJet 4M Plus	$1880
LaserJet 5P	$959
LaserJe 5MP	$1369
LaserJet 4V	$1879
LaserJet 4MV	$2679
LaserJet 4Si	$2835
LaserJet 4SiMx	$3990
HP 1200 C	$990
HP 320 Portable	$289
OKI DATA	
ML 320 9 pin	$325
ML 380 24 pin	$235
ML 590 24 pin	$575
OL400E Laser	$425
OL410E Laser 4PPM, 600dpi	$530
OL410E/PS Laser Postscript	$765
PANASONIC	
2023 24pin	$179
2123 24 pin	$199
Color Kit for 2123	$54
4430 Laser Printer 5ppm	$429
4440 Laser Printer 10ppm	$989

MISC

LOGITECH	
First Mouse	$25
Trackman Retail	$73
Trackman Oem	$49
Mouse man serial	$32
Mouseman Bus	$59
Mouseman Cordless 2	$89
MICROSOFT	
Serial/Bus (w/System)	$35/$55
3 Button Mouse	$7

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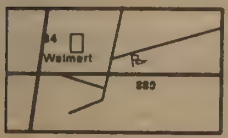

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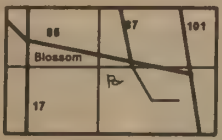

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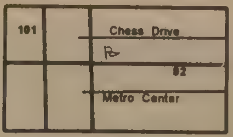

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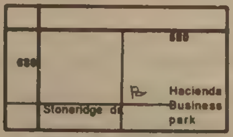

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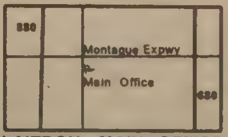

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Resources

Calendar Of Events

Conferences, Shows, Special Events

July

July 24–26 IC Card Expo. Santa Clara. *IC Card Systems & Design* magazine. Call: (404)618-0422.

July 25 Delphi Unleashed Free Presentation. San Jose. Computer Literacy Bookshop. Call: (408)435-1118 or *http://www.clbooks.com/* .

July 25 Embedded Computing Show. Santa Clara. RTC Group. Call: 1-800-755-7380 or *http://www.rtcgroup.com/rtc* .

July 26 Live Internet Interview With Geoffrey Canada On Child Violence In America. On the World Wide Web at *http://www.irsociety.com/roundtable.html* . Internet Roundtable Society. Call: (415)327-4386.

August

August 2 Live Internet Interview With Dr. Robert Ballard On His New Book Explorations: My Quest For Adventure And Discovery Under The Sea. On the World Wide Web at *http://www.irsociety.com/roundtable.html* . Internet Roundtable Society. Call: (415)327-4386.

August 2–4 Virtual Reality And Persons With Disabilities Conference. San Francisco. Center on Disabilities, CSU Northridge. Call: (818)885-2578 or *ltm@csun.edu* .

August 6 Computer, Ham Radio, Electronics Swap Meet. Las Positas College, Livermore. Livermore Amateur Radio Club. Call: (510)783-2803 days, 447-3857 eves.

August 6 Computer Show And Sale. Civic Auditorium, Stockton. MarketPro. Call: Scott Fish, (415)456-6730 ext. 24.

August 6–10 TCP/IP Expo. San Jose. *Internetwork* magazine. Call: (215)643-8000.

August 13 Computer Show And Sale. Sonoma County Fairgrounds, Santa Rosa. MarketPro. Call: Scott Fish, (415)456-6730 ext. 24.

August 13–17 Object World Conference. San Francisco. IDG. Call: 1-800-225-4698 or *omg@omg.org* .

August 16–20 One BBSCON. Tampa, Florida. One Inc. Call: (303)693-5253.

August 16–20 BDPA 17th Annual National Conference. Philadelphia. National Black Data Processing Associates. Call: 1-800-727-BDPA.

August 19 Computer Show And Sale. Contra Costa Fairgrounds, Antioch. MarketPro. Call: Scott Fish, (415)456-6730 ext. 24.

August 19–20 Computer Show And Sale. Scottish Rite Center, Sacramento. MarketPro. Call: Scott Fish, (415)456-6730 ext. 24.

August 22–23 NetWare User Conference. San Jose. NetWare Users International. Call: 1-800-755-9898.

August 26–27 Computer Show And Sale. Solano County Fairgrounds, Vallejo. MarketPro. Call: Scott Fish, (415)456-6730 ext. 24.

August 29–September 1 Windows Solutions Conference And Expo. San Francisco. SOFTBANK Expo and Conference Co. Call: (415)578-6900.

September

September 2 Computer Show And Sale. Contra Costa Fairgrounds, Antioch. MarketPro. Call: Scott Fish, (415)456-6730 ext. 24.

September 3 Computer, Ham Radio, Electronics Swap Meet. Las Positas College, Livermore. Livermore Amateur Radio Club. Call: (510)783-2803 days, 447-3857 eves.

September 3 Computer Show And Sale. Sonoma County Fairgrounds, Santa Rosa. MarketPro. Call: Scott Fish, (415)456-6730 ext. 24.

September 11–14 Information Superhighway Summit Conference And Expo. Santa Clara. IDG World Expo. Call: 1-800-225-4698.

September 12–15 Embedded Systems Conference. San Jose. Miller Freeman, Inc. Call: Sherry Nykiel, (415)905-2354.

September 14–15 GlobalSoft International Forum. Seattle. GlobalSoft Expo. Call: Steve Hatch, (206)624-9743 or *rshatch@globalsoftexpo.com* .

September 17–20 Softworld '95 Conference. Vancouver, B.C. Technology Industries Associa-

AUGUST 2–4

Virtual Reality And Persons With Disabilities Conference

SAN FRANCISCO AIRPORT MARRIOTT HOTEL

The third annual Virtual Reality and Persons With Disabilities Conference, produced by CSU Northridge's Center on Disabilities, will feature Jaron Lanier as keynote speaker. The conference will bring together the virtual reality community, people who are themselves disabled, and professionals who work directly in the field of disability. There will be preconference sessions on assistive VR applications, medical applications in virtual reality, the clinical application of virtual therapy to psychiatric disorders, the Internet and VR, and others. The general sessions will cover such topics as Virtual Reality: A New Way to Design Neuroperceptual Tools, Applications of Virtual Reality Technology to Therapy and Rehabilitation, Body Inputs and Olfactory Art Forms, The Use of Bioelectric Signals for Navigating a Three-Dimensional Computer Environment, Designing a Virtual Science Laboratory to Accommodate Needs of Students With Cerebral Palsy, and many more. In addition there will be an exhibit hall displaying the newest in virtual reality products and related technology. For further information, contact the CSUN Center on Disabilities at (818)885-2578 (voice, TDD, message) or *ltm@csun.edu* .

AUGUST 6–10

TCP/IP Expo

SAN JOSE CONVENTION CENTER

The first TCP/IP Expo, sponsored by ***Internetwork*** magazine, will feature tutorials, conference sessions, and an exhibition of TCP/IP vendors and software developers. The day-long tutorials will run August 6–7 and will cover TCP/IP internetworking technologies and real-world applications for TCP/IP solutions for UNIX, DOS, OS/2, and Macintosh platforms. Conference sessions will discuss TCP/IP security, network management using the Simple Network Management Protocol, using TCP/IP within an enterprise network, and using TCP/IP to link the enterprise to the outside world. Businesses exhibiting at the show will represent every aspect of internetworking, including desktop TCP/IP solutions, Internet service providers, and enterprise network hardware vendors. For more information, contact Cardinal Business Media, (215)643-8000.

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- Diamond Stealth 64/2MB DRAM
- 15" CTX 1280X1024 .28 Monitor
- 14.4K Fax/Data Modem
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- BTC-55 Enhanced Keyboard
- MicroSoft Compatible Mouse

75MHz	**$1959**
90MHz	**$2069**
100MHz	**$2159**

586-PRO-LXE

- Intel Neptune/Plato Motherboard
- Intel Pentium CPU
- 256K Cache
- 16MB RAM
- Teac 1.44MB Floppy Drive
- 1.08GB Conner Fast SCSI-2 Hard Drive
- NCR Fast SCSI-2 Controller Card
- PCI Enhanced IDE + 2 Hi-Speed I/O
- Diamond Stealth 64 W/2MB DRAM
- 17" CTX 1280X1024 .27 Monitor
- Sound Blaster 16 Sound Card
- Teac 4X IDE CD-ROM Drive
- Pair of 120W Multimedia Speaker
- Medium Tower Case/250W P.S.
- Keytronic Enhanced Keyboard
- MicroSoft Ergonomic Mouse

90MHz	**$2899**
100MHz	**$2999**

586-SUPER-X

- PentiumTriton Motherboard
- Intel Pentium CPU
- 256K Cache
- 16MB RAM
- Teac 1.44MB Floppy Drive
- 1.06GB Conner Wide SCSI Hard Drive
- Adaptec 2940W Fast Wide SCSI Card
- PCI Enhanced IDE + 2 Hi-Speed I/O
- Diamond Stealth 64 W/2MB VRAM
- 17" SONY-17SF .25 Monitor
- Sound Blaster 16 Sound Card
- Toshiba 4X IDE CD-ROM Drive
- Pair of 120W Multimedia Speaker
- Medium Tower Case/250W P.S.
- Keytronic Enhanced Keyboard
- MicroSoft Ergonomic Mouse

90MHz	**$3699**
100MHz	**$3799**

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- DELL 486 Motherboard
- Intel/AMD 486 CPU
- 64K Cache
- 4MB RAM
- Mitsumi 1.44MB Floppy Drive
- WD 512K SVGA to 1MB
- 14" 1024X768 SVGA Monitor
- Conner 420MB Enhanced HD
- Mini Tower Case/230W P.S.
- BTC-55 Enhanced Keyboard
- MicroSoft Compatible Mouse

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DX33	**$749**
DX66	**$769**

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- Intel/AMD 486 CPU
- 256K Cache
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- Mitsumi 1.44MB Floppy Drive
- Trident 9440 SVGA 1MB to 2MB
- 14" Exview 1024x768 .28 Monitor
- Conner 420MB Enhanced HD
- Mini Tower Case/ 230W P.S.
- BTC-55 Enhanced Keyboard
- MicroSoft Compatible Mouse

SX33	**$829**
DX33	**$869**
DX2-66	**$838**

486-VLB-LXE

- Asus 486 VLB Motherboard
- AMD 486 CPU
- 256K Cache
- 8MB RAM
- Mitsumi 1.44MB Floppy Drive
- Spider 32 32-bit SVGA with 1MB
- 14" CTX 1024x768 .28 75Hz Monitor
- Conner 540MB Enhanced HD
- Sony 2X IDE CD-ROM Drive
- Sound Blaster 16 Sound Card
- Medium Tower Case/ 230W P.S.
- BTC-55 Enhanced Keyboard
- MicroSoft Compatible Mouse

DX2-66	**$1229**
DX4-100	**$1299**

486-PCI-PRO

- Asus 486 PCI Motherboard
- Intel 486 CPU
- 256K Cache
- 8MB RAM
- Teac 1.44MB Floppy Drive
- Diamond Stealth 64 W/2MB DRAM
- 15" CTX 1024X768 .28 85Hz Monitor
- Conner 850MB Enhanced HD
- Toshiba 4X IDE CD-ROM Drive
- Sound Blaster 16 Sound Card
- Medium Tower Case w/ 230W P.S.
- Keytronic Enhanced Keyboard
- MicroSoft Ergonomic Mouse

DX2-66	**$1599**
DX4-100	**$1699**

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14" CTX 1024x768 .28	$229
14" Exview .28	$209
15" CTX 1024X768 .28	$329
15" Viewsonic 15G	$419
15" Exview 1280x1024 .28	$299
17" CTX 1280X1024 .27	$659
17" SONY-17SF .25	$869

MEMORY

1X32-70ns 4MB 72-Pin SIMM	$139
2X32-70ns 8MB 72-Pin SIMM	$289
4X32-70ns 16MB 72-Pin SIMM	$475

TAPE/OPTICAL DRIVE

Conner Tape.Stor 420MB	$189
Colorado DJ-20 250MB	$139
Colorado DJ-35 350MB	$169
680MB Rewritable Optical Drive	$595

FAX/DATA MODEM

14.4K Fax/Data	$49
28.8/14.4K Fax/Data	$99
28.8/14.4K Fax/Data V.34	$149
Best Data 28.8/14.4K V.34	$169
US Robotics 14.4K Int.	$99
US Robotics 28.8 /14.4 V.34 Int.	$219

CONTROLLER CARD

Enhanced VLB IDE/IO	$19
Adaptec 2940 Fast SCSI-2	$199
Adaptec 2940W Wide SCSI	$239

SOUND CARD

Sound Blaster 16 IDE Interface	$72
Sound Blaster 16 SCSI	$99
Sound Blaster AWE32	$279

VIDEO CARD

Diamond SE with 1MB	$95
Diamond Stealth Video /2MB	$169
Diamond Stealth Vidio 2M VRAM	$269

IDE HARD DRIVE

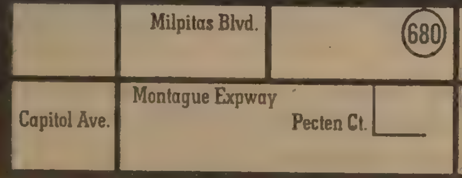
540MB Conner CFS540A	$169
540MB Quntum LT540A	$179
850MB Conner CFA050A	$239
1.28GB WD31200	$349

SCSI-2 HARD DRIVE

540MB Quntum EMP-1080S	$199
1.08GB Conner CFP1060S	$439
1.06GB Conner Wide CFP1060W	$539

CD-ROM DRIVE

2X CD-ROM Drive IDE Internal	$95
Mitsumi/Toshibo 4X IDE Internal	$189



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tion of British Columbia. Call: 1-800-667-5535 or *info@softworld.org* .

September 18–20 National Human Resources Information Technology Expo And Conference. San Jose. Blenheim. Call: 1-800-232-3976.

September 19–21 The Online Developers II Conference. San Francisco. Jupiter Communications. Call: 1-800-488-4345.

September 19–21 UNIX Expo. New York. Blenheim. Call: 1-800-829-3976.

September 21–22 Digital Shopping And Electronic Commerce Conference And Exhibition. New York City. American Expositions, Inc. Call: (212)226-4141.

September 26–29 Seybold Conference And Expo. San Francisco. SOFTBANK Expos. Call: 1-800-488-2883.

Classes, Seminars, Workshops

July

July 22 ABCs Of The Internet Seminar. San Francisco. MentorNet. Call: (415)664-1091 or *info@mentornet.com* .

July 22 Groupware: A New Business Paradigm Class. San Francisco. UC Berkeley Extension. Call: (510)643-6904.

July 22 Producing Video For CD-ROM Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

July 22 The Electric Word: The Internet For The Literary Community Class. Berkeley. UC Berkeley Extension. Call: (510)643-6904.

July 22 Using The Internet Part 3: Resource Tools Class. Berkeley. UC Berkeley Extension. Call: (415)323-8143.

July 22 Web Builders Workshop. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

July 22–23 Production Management For Multimedia Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

July 22 & 29 Developing Characters For Multimedia Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

July 22–30 Creating Multimedia With Apple Media Tool Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

July 22–August 5 Intermediate Macromedia Director Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

July 23 Internet Exploration Seminar. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

July 23 Intro To Internet Commerce Seminar. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

July 24 Complete Online Novell CNA Training. Berkeley. Cyber State University. Call: (510)253-TREK.

July 24 Internet Busines Free Seminar. San Francisco. SBT Accounting Systems. Call: 1-800-944-1000.

July 24 Mastering Windows For Experienced Users Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

July 24–25 AutoCAD Release 13 Update Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

July 24–25 Intro Photoshop Class. Oakland. MacPeople. Call: 1-800-360-4606.

July 24–25 Project 4.0 Win/3.0 Mac, Level 1 And 2 Class. Emeryville. NCS. Call: (510)653-0808.

July 24–27 Intro MS Office Class. Oakland. MacPeople. Call: 1-800-360-4606.

July 25 Fox Pro 2.6 For DOS/Win/Mac, Level 3 Class. Emeryville. NCS. Call: (510)653-0808.

July 25 Lotus 5.0 For Windows II Class. Oakland. California Computer Options. Call: (510)444-5700 ext. 188.

July 25 The Remote Office Class. Pleasanton. Network Resource Group. Call: (510)734-1500.

July 25–28 Intermediate AutoCAD Class. Sausalito. The ACADemy. Call: (415)331-9466.

July 26 ABCs Of The Internet Seminar. San Francisco. MentorNet. Call: (415)664-1091 or *info@mentornet.com* .

July 26 Excel For Windows Class. Walnut Creek. Computer Education Center. Call: (510)937-2566.

July 26 "Still In the Dark About Digital?" Seminar. San Francisco. Adolph Gasser Inc. Call: 1-800994-2773.

July 26 Word 6.0 Win/Mac, Level 3 Class. Emeryville. NCS. Call: (510)653-0808.

July 26 Word 6.0 Win/Mac, Upgrade Class. Emeryville. NCS. Call: (510)653-0808.

July 26–27 Network Fundamentals Hands-On Class. Oakland. Excel Micro Solutions. Call: (510)836-2040.

July 26–29 NetWare v3.1X: Advanced System Administration Class. San Francisco. UC Berkeley Extension. Call: (510)643-6904.

July 27 Access 2.0, Level 3 Class. Emeryville. NCS. Call: (510)653-0808.

July 27 Excel 5.0 Win/Mac, Level 3 Class. Emeryville. NCS. Call: (510)653-0808.

July 27 Excel 5.0 Win/Mac, Macro Class. Emeryville. NCS. Call: (510)653-0808.

July 27 Paradox 4.5/5.0 for DOS/Win, Level 3 Class. Emeryville. NCS. Call: (510)653-0808.

July 27 Quattro Pro 5.0/6.0 for DOS/Win, Level 2 Class. Emeryville. NCS. Call: (510)653-0808.

July 27 Using Windows 95 Free Seminar. Pleasanton. Network Resource Group. Call: (510)734-1504.

July 27–28 Enterprise Management Systems Class. Berkeley. UC Berkeley Extension. Call: (510)643-6904.

July 27–28 Intro QuarkXPress Class. Oakland. MacPeople. Call: 1-800-360-4606.

July 28 Doing Business On The Internet Free Seminar. Pleasanton. Network Resource Group. Call: (510)734-1504.

July 28 Performance Evaluation: Live Testing Of Windows 95 vs. OS/2 Warp Seminar. San Francisco. Network Services Group. Call: (415)863-8407.

July 28 Web Masters Workshop. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

July 28 Word For Windows Class. Walnut Creek. Computer Education Center. Call: (510)937-2566.

July 28–29 HP Laser Printer Repair Class. Oakland. Excel Micro Solutions. Call: (510)836-2040.

July 28–30 UnixWare Network System Administration Class. Pleasanton. Network Resource Group. Call: (510)734-1504.

July 28–30 Windows 95 System Administration Weekend Seminar. San Francisco. Network Services Group. Call: (415)863-8407.

July 29 Web Builders Workshop. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

July 30 Internet Exploration Seminar. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

July 30 Intro To Internet Commerce Seminar. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

July 31 Complete Online Novell CNE Training. Berkeley Cyber State University. Call: (510)253-TREK.

July 31 The Remote Office With Lotus Notes And cc:Mail Free Seminar. Pleasanton. Network Resource Group. Call: (510)734-1504.

July 31–August 1 Novell System Supervisor

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"Reasonable performers geared toward business users..."
PC MAGAZINE, December 6, 1994

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PC WORLD, November 1994

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3.12, Day 1 And 2 Class. Emeryville. NCS. Call: (510)653-0808.

July 31–August 2 Intro To AutoCAD 3D Class. Sausalito. The ACADemy. Call: (415)331-9466.

July 31–August 4 Internet For Educators Class. Hayward. UC Berkeley Extension. Call: (510)642-1172.

August

August 1 IBM PC Clone Hands-On Hardware Class. Oakland. Excel Micro Solutions. Call: (510)836-2040.

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August 1–2 Intro FreeHand Class. Oakland. MacPeople. Call: 1-800-360-4606.

August 2 Intro To Windows 3.1, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

August 2 The $79 Network And Windows For Workgroups Free Seminar. Pleasanton. Network Resource Group. Call: (510)734-1504.

August 3 Doing Business On The Internet Free Seminar. Pleasanton. Network Resource Group. Call: (510)734-1504.

August 3 Intro To MS-DOS 5.0/6.2, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

August 3 Using Windows 95 Free Seminar. Pleasanton. Network Resource Group. Call: (510)734-1504.

August 3–4 Advanced Illustrator Class. Oakland. MacPeople. Call: 1-800-360-4606.

August 3–4 Communications And Modem Troubleshooting Hands-On Class. Oakland. Excel Micro Solutions. Call: (510)836-2040.

August 3–4 Fundamentals Of AutoCAD Class. Sausalito. The ACADemy. Call: (415)331-9466.

August 3–4 Windows On NetWare Class. San Jose. Center for Advanced Professional Development. Call: (714)261-0240.

August 3–5 PCB Design For Digital Circuits Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

August 4 Intro To AutoCAD Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

August 4 Paradox 4.5/5.0 For DOS/Win, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

August 4 Using Windows 95 Clients With Windows NT Advanced Server And Windows For Workgroups Seminar. San Francisco. Network Services Group. Call: (415)863-8407.

August 4 Web Masters Workshop. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

August 4–6 Novell NetWare 4.x System Administrator Weekend Seminar. San Francisco. Network Services Group. Call: (415)863-8407.

August 5 Computer Ergonomics: Save Yourself Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

August 5 Web Builders Workshop. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

August 6 Internet Exploration Seminar. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

August 6 Intro To Internet Commerce Seminar. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

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August 7 FoxPro 2.6 For DOS/Win/Mac, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

August 7–8 AutoCAD R12 Update Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

August 7–8 Intro Persuasion Class. Oakland. MacPeople. Call: 1-800-360-4606.

August 7–10 Advanced Photoshop Class. Oakland. MacPeople. Call: 1-800-360-4606.

August 7–10 Professional AutoCAD Level I Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

August 7–31 The Tapestry Project, Session Three. San Francisco. S.F. Digital Media Center. Call: (415)824-9396.

August 8 ACCPAC Plus Accounting Software Report Writer Training Class. San Francisco. Lindquist & Lukrich Consulting. Call: (415)905-6900.

August 8 Excel 5.0 Win/Mac, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

August 8 Lotus 1-2-3 4.0/5.0 For DOS/Win, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

August 8–9 PC Repair 2-Day Hands-On Class. Oakland. Excel Micro Solutions. Call: (510)836-2040.

August 8–11 Elementary AutoCAD Class. Sausalito. The ACADemy. Call: (415)331-9466.

August 9 Macintosh Basics Class. Oakland. MacPeople. Call: 1-800-360-4606.

August 9 MAS 90 Accounting Software Training For Beginners Class. San Francisco. Lindquist & Lukrich Consulting. Call: (415)905-6900.

August 9–10 AutoCAD R13 Update Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

August 9–10 WordPerfect 6.0/6.1 For DOS/Windows, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

August 9–11 Building Applications For Client/Server Networks Class. San Jose. American Institute. Call: 1-800-345-8016.

August 10–11 Intro MS Office Class. Oakland. MacPeople. Call: 1-800-360-4606.

August 10–11 & 17–18 CNA Exam Preparation Hands-On Class. Oakland. Excel Micro Solutions. Call: (510)836-2040.

August 10–31 Macromedia Director Lingo Class. San Francisco. Computer Arts Institute. Call: James Mahan, (415)546-5242.

August 11 MS Office 4.2, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

August 11 Using Windows With Novell NetWare Seminar. San Francisco. Network Services Group. Call: (415)863-8407.

August 11 Web Masters Workshop. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

August 11–13 Novell NetWare 3.12 System Administrator Super Weekend Seminar. San Francisco. Network Services Group. Call: (415)863-8407.

August 12 Careers In Multimedia Seminar. San Francisco. SFSU Extended Education. Call: (415)904-7700.

August 12 Web Builders Workshop. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

August 12–13 Rescuing Your Mac: Advanced Troubleshooting For Multimedia Class. San Francisco. SFSU Extended Education. Call: (415)904-7700.

August 12 & 19 Object-Oriented Development And Process Management Class. Santa Clara. UCSC Extension. Call: (408)748-7375.

August 13 Internet Exploration Seminar. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

August 13 Intro To Internet Commerce Seminar. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

August 14 Access 2.0, Level 2 Class. Emeryville. NCS. Call: (510)653-0808.

August 14 Paradox 4.5/5.0 for DOS/Win, Level 2 Class. Emeryville. NCS. Call: (510)653-0808.

August 14 C++ For Non-Programmers Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

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August 14–17 Professional AutoCAD Level II Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

August 15 Excel 5.0 Win/Mac, Level 2 Class. Emeryville. NCS. Call: (510)653-0808.

August 15 Quattro Pro 5.0/6.0 For DOS/Win, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

August 15 Repetitive Strain/Carpal Tunnel Injury Free Workshop. Santa Clara. Dr. Michael Currie. Call: (408)249-3000.

August 15–16 Network Fundamentals Hands-On Class. Oakland. Excel Micro Solutions. Call: (510)836-2040.

August 16 Excel For Intermediates Class. San Francisco. Lindquist & Lukrich Consulting. Call: (415)905-6900.

August 16 Intro To Windows 3.1, Level 2 Class. Emeryville. NCS. Call: (510)653-0808.

August 16 Word 6.0 Win/Mac, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

August 17–18 Intro QuarkXPress Class. Oakland. MacPeople. Call: 1-800-360-4606.

August 17–18 Negotiating Software License Agreements Seminar. San Jose. Data-Tech Institute. Call: (201)478-5400.

August 17–18 Release 13 Update Training Class. Sausalito. The ACADemy. Call: (415)331-9466.

August 17–18 WordPerfect 6.0/6.1 For DOS/Windows, Level 2 Class. Emeryville. NCS. Call: (510)653-0808.

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August 18 Performance Evaluation: Live Testing Of Windows 95 vs. OS/2 Warp Seminar. San Francisco. Network Services Group. Call: (415)863-8407.

August 18 Web Masters Workshop. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

August 18–20 Windows 95 System Administration Weekend Seminar. San Francisco. Network Services Group. Call: (415)863-8407.

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August 21 AT&T UNIX System V Release 4 Administration Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

August 21 Fox Pro 2.6 For DOS/Win/Mac, Level 2 Class. Emeryville. NCS. Call: (510)653-0808.

August 21–22 Intro Illustrator Class. Oakland. MacPeople. Call: 1-800-360-4606.

August 21–22 Planning And Implementing Workflow Systems And Business Process Re-Engineering Class. San Jose. American Institute. Call: 1-800-345-8016.

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August 21–24 Advanced PageMaker Class. Oakland. MacPeople. Call: 1-800-360-4606.

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August 24 Software For The Graphic Arts Class. Oakland. Laney College Graphic Arts Department. Call: Bill Leal, (510)464-3263.

August 24–26 PCB Design For Analog And RF Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

August 25 Paradox 4.5/5.0 For DOS/Win, Level 3 Class. Emeryville. NCS. Call: (510)653-0808.

August 25 Using Windows 95 Clients With Windows NT Advanced Server And Windows For Workgroups Seminar. San Francisco. Network Services Group. Call: (415)863-8407.

August 25 Web Masters Workshop. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

August 26 Web Builders Workshop. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

August 27 Internet 101: An Introduction And Overview For Beginners And The Curious Class. San Francisco. Internet Literacy Consultants. Call: (415)469-8271 or *info@matisse.net* .

August 27 Internet Exploration Seminar. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

August 27 Intro To Internet Commerce Seminar. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

August 28 Understanding And Using The Internet Seminar. San Francisco. National Seminars Group. Call: 1-800-258-7246 or *rccec@accunet.com* .

August 28–29 Intro Photoshop Class. Oakland. MacPeople. Call: 1-800-360-4606.

August 28–29 WordPerfect 6.0/6.1 For DOS/Windows, Level 3 Class. Emeryville. NCS. Call: (510)653-0808.

August 29 IBM PC Clone Hands-On Hardware Class. Oakland. Excel Micro Solutions. Call: (510)836-2040.

August 29 Kodak Photo CD Pre-Press Seminar. San Francisco. ITS CD. Call to reserve a space: (415)668-4688.

August 29 Understanding And Using The Internet Seminar. San Jose. National Seminars Group. Call: 1-800-258-7246 or *rccec@accunet.com* .

August 30 PowerPoint 4.0 Win/Mac, Level 2 Class. Emeryville. NCS. Call: (510)653-0808.

August 30 Understanding And Using The Internet Seminar. Concord. National Seminars

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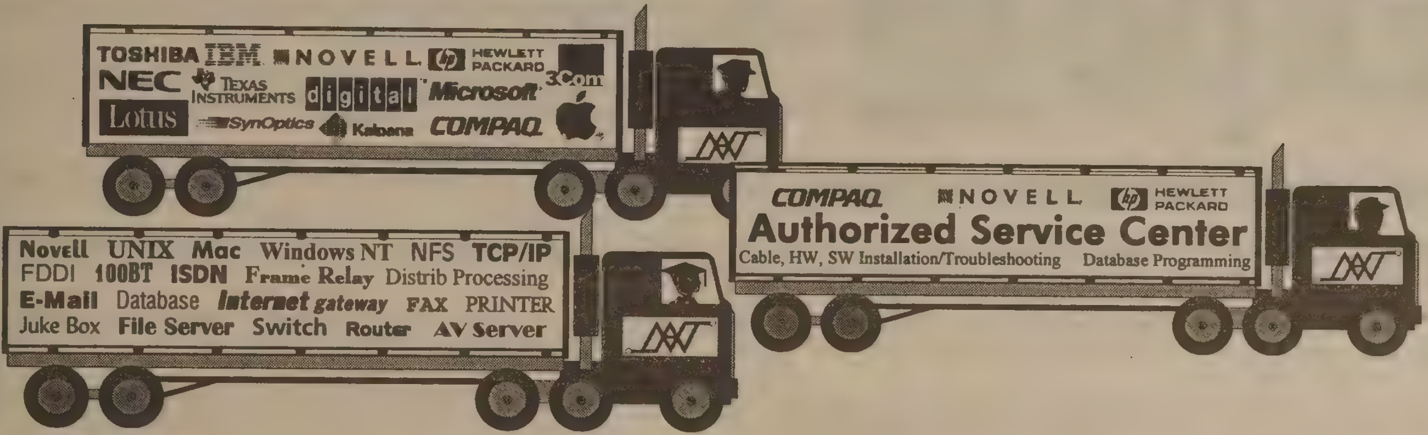
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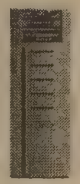

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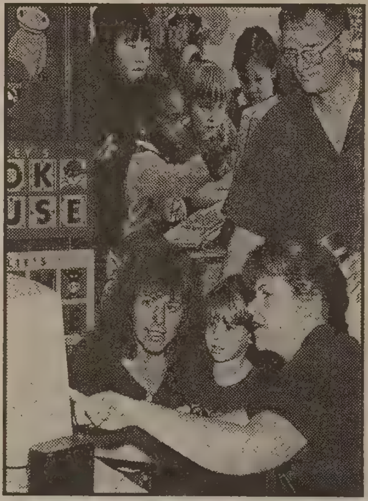

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Group. Call: 1-800-258-7246 or *rccec@accunet.com* .

August 30 Word 6.0 Win/Mac, Level 3 Class. Emeryville. NCS. Call: (510)653-0808.

August 31 Fox Pro 2.6 For DOS/Win/Mac, Level 3 Class. Emeryville. NCS. Call: (510)653-0808.

August 31 Understanding And Using The Internet Seminar. San Mateo. National Seminars Group. Call: 1-800-258-7246 or *rccec@accunet.com* .

August 31–September 1 Advanced Photoshop Class. Oakland. MacPeople. Call: 1-800-360-4606.

August 31–September 1 HP Laser Printer Repair Class. Oakland. Excel Micro Solutions. Call: (510)836-2040.

September

September 1 Web Masters Workshop. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

September 2 Web Builders Workshop. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

September 3 Internet Exploration Seminar. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

September 3 Intro To Internet Commerce Seminar. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

September 5 Repetitive Strain/Carpal Tunnel Injury Free Workshop. Santa Clara. Dr. Michael Currie. Call: (408)249-3000.

September 5 Windows Tips, Techniques, And Shortcuts Seminar. Sacramento. National Seminars Group. Call: 1-800-258-7248.

September 5–8 Advanced Illustrator Class. Oakland. MacPeople. Call: 1-800-360-4606.

September 5 & 12 Software Technical Reviews And Inspections Class. Santa Clara. UCSC Extension. Call: (408)748-7375.

September 6 Macintosh Basics Class. Oakland. MacPeople. Call: 1-800-360-4606.

September 7 MS Office 4.2, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

September 7–8 Intro MS Office Class. Oakland. MacPeople. Call: 1-800-360-4606.

September 7 & 11 WordPerfect 6.0/6.1 For DOS/Windows, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

September 8 Fox Pro 2.6 for DOS/Win/Mac, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

September 8 Intro To AutoCAD Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

September 8 Web Masters Workshop. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

September 9 IPng/IPv.6—New Directions For IP Class. Santa Clara. UCSC Extension. Call: (408)748-7375.

September 9 Web Builders Workshop. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

September 10 Hands-On HTML Training Class. San Francisco. Internet Literacy Consultants. Call: (415)469-8271 or *info@matisse.net* .

September 10 Internet 202: Searching The Internet Class. San Francisco. Internet Literacy Consultants. Call: (415)469-8271 or *info@matisse.net* .

September 10 Internet Exploration Seminar. Palo Alto. Internet Busi-

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Dual P5 100/256C PCI	1,779	1,939*	2,179	2,199	2,319	2,429	2,449	2,469	2,689	2,779
P5-133/256C PCI INTEL Triton M/B	1,219	1,379*	1,619	1,639	1,759	1,869	1,889	1,909	2,129	2,219
P5-120/256C PCI INTEL Triton M/B	929	1,089*	1,329	1,349	1,469	1,579	1,599	1,619	1,839	1,929
P5-100/256C PCI INTEL Triton M/B	619	779*	1,019	1,039	1,159	1,269	1,289	1,309	1,529	1,619
P5-90/256C PCI INTEL Triton M/B	529	689*	929	949	1,069	1,179	1,199	1,219	1,439	1,529
P5-100/256C PCI INTEL Neptune M/B	579	739*	979	999	1,119	1,229	1,249	1,269	1,489	1,579
P5-90/256C PCI INTEL Neptune M/B	499	659*	899	919	1,039	1,149	1,169	1,189	1,409	1,499
P5-133/256C PCI W/Enh IDE & IO	1,119	1,279*	1,519	1,539	1,659	1,769	1,789	1,809	2,029	2,119
P5-120/256C PCI W/Enh IDE & IO	859	1,019*	1,259	1,279	1,399	1,509	1,529	1,549	1,769	1,859
P5-100/256C PCI W/Enh IDE & IO	559	719*	959	979	1,099	1,209	1,229	1,249	1,469	1,599
P5-90/256C PCI W/Enh IDE & IO	479	639*	879	899	1,019	1,129	1,149	1,169	1,389	1,479
P5-100/256C PCI/VLB	579	739*	979	999	1,119	1,229	1,249	1,269	1,489	1,579
Nx586-P90/256C VLB	399	559*	799	819	939	1,049	1,069	1,089	1,309	1,399
P5-66C PCI W/Enh IDE & IO	369	529*	769	789	909	1,019	1,039	1,059	1,279	1,369
486DX4-100C PCI W/Enh IDE & IO	289	449	689	709	829	939	959	979	1,199	1,289
486DX4-100C VLB	179	339	579	599	719	829	849	869	1,089	1,179
486DX2-80C VLB	159	319	559	579	699	809	829	849	1,069	1,159
486DX2-66C VLB	149	309	549	569	689	799	819	839	1,059	1,149
486BL-75C VLB IBM M/B	149	309	549	569	689	799	819	839	1,059	1,149
486SLC2-66C VLB IBM M/B	119	279	519	539	659	769	789	809	1,029	1,119
486SX2-66C VLB	129	289	529	549	669	779	799	819	1,039	1,129
486SLC2-66C ISA IBM M/B	109	269	509	529	649	759	779	799	1,019	1,109
486SLC2-50C ISA IBM M/B	99	259	499	519	639	749	769	789	1,009	1,099
486SLC33 ISA	79	239	479	499	619	729	749	769	989	1,079
386SX40 ISA SX20 LESS$10	59	219	459	479	599	709	729	749	969	1,059

BASIC SYSTEM: MB W/CPU, 1MB MEMORY, SUPER IDE, 1.44MB FD, MINI TOWER W/230W PS & KEYBOARD.

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15", F340IW, 1024X768 72Hz	639
17", F550IW, 1280X1024 .28	929
17", T560IW/T560I	1,159/1,389
20", T660I/T220	1,835/1989
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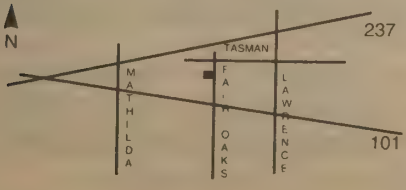

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Resources

Calendar Of Events *continued...*

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September 10 Intro To Internet Commerce Seminar. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

September 11 Excel 5.0 Win/Mac, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

September 11 Lotus 1-2-3 4.0/5.0 For DOS/Win, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

September 11 Paradox 4.5/5.0 For DOS/Win, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

September 11 UNIX Fundamentals For Users Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

September 11 Windows Tips, Techniques, And Shortcuts Seminar. Santa Rosa. National Seminars Group. Call: 1-800-258-7248.

September 11–12 Intro PageMaker Class. Oakland. MacPeople. Call: 1-800-360-4606.

September 11–12 Security And Disaster Recovery For LANs And WANs Seminar. San Jose. Center for Advanced Professional Development. Call: (714)261-0240.

September 11–12 WebFest Seminar. San Jose. NaviSoft, Inc. Call: 1-800-368-3204.

September 11–14 Advanced Photoshop Class. Oakland. MacPeople. Call: 1-800-360-4606.

September 11–12 WordPerfect 6.0/6.1 For DOS/Windows, Level 2 Class. Emeryville. NCS. Call: (510)653-0808.

September 11–14 Professional AutoCAD Level I Workshop. Santa Clara. The Copper Connection. Call: (408)970-9838.

September 12 Windows Tips, Techniques, And Shortcuts Seminar. Palo Alto. National Seminars Group. Call: 1-800-258-7248.

September 13 PowerPoint 4.0 Win/Mac, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

September 13 Software Licensing Agreements Seminar. San Jose. Center for Advanced Professional Development. Call: (714)261-0240.

September 13 Windows Tips, Techniques, And Shortcuts Seminar. Concord. National Seminars Group. Call: 1-800-258-7248.

September 13 Word 6.0 Win/Mac, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

September 13 Word 6.0 Win/Mac, Upgrade Class. Emeryville. NCS. Call: (510)653-0808.

September 14 Fox Pro 2.6 For DOS/Win/Mac, Level 2 Class. Emeryville. NCS. Call: (510)653-0808.

September 14 Windows Tips, Techniques, And Shortcuts Seminar. San Jose. National Seminars Group. Call: 1-800-258-7248.

September 14–15 Intro QuarkXPress Class. Oakland. MacPeople. Call: 1-800-360-4606.

September 14–15 Intro To Telecommunications Class. San Jose. American Institute. Call: 1-800-345-8016.

September 15 Excel 5.0 Win/Mac, Level 2 Class. Emeryville. NCS. Call: (510)653-0808.

September 15 Quattro Pro 5.0/6.0 For DOS/Win, Level 1 Class. Emeryville. NCS. Call: (510)653-0808.

September 15 Web Masters Workshop. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

September 15 Windows Tips, Techniques, And Shortcuts Seminar. San Francisco. National Seminars Group. Call: 1-800-258-7248.

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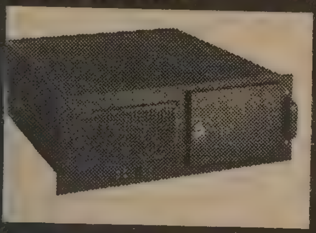

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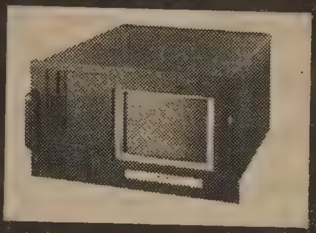

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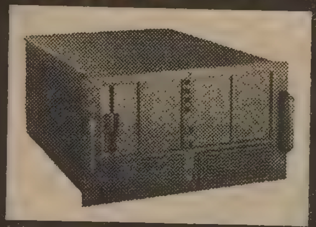

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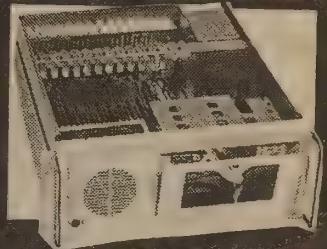

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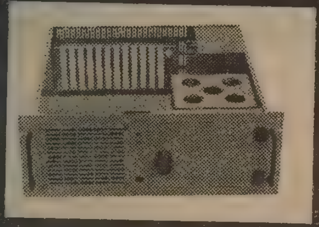

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Memory
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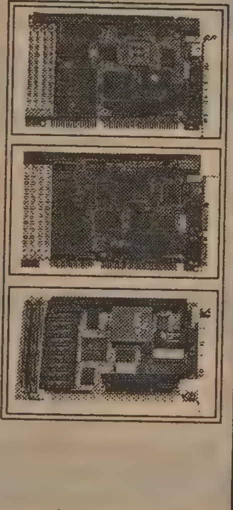
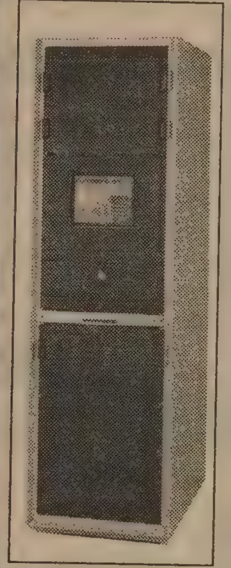
•Supports EPROM/FLASH disk, Up to 1.44 MB

PC/AT386DX
1/2 Size All-In One SBC
CPU
AMD 80386DX-40 On Board
Cache
128K Cache On Board
Memory
1-64MB DRAM
•8 Layers With Double Sided SMT PCB

PC/AT 486DX
1/2 Size All-In-One SBC
CPU
Cyrix Cx486 or 80486SX/DX/DX2, Clock Rate from 25MHz to 66MHz
Cache
Up to 256KB
Memory
1-64MB DRAM



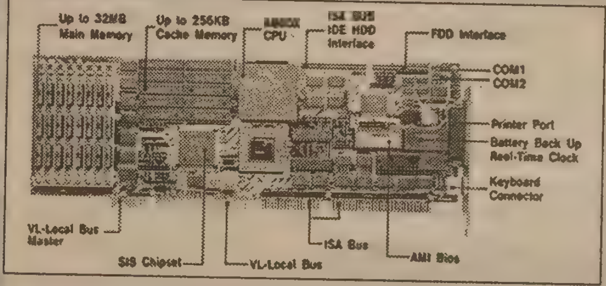
CENTRALIZED LAN SYSTEM



Features:

- FILE SERVER
- MULTI-COMMUNICATION SYSTEM
- MULTI-FUNCTIONAL SYSTEM
- 24 DIFFERENT SYSTEMS CAPABILITY RUNNING AT SAME TIME
- CAPABLE OF CUSTOMIZED SPECIFICATIONS

Upgradable to 100MHz CPU CARD



- 4 Upgradable Models using Intel CPU's
  - -80386DX-33/40 MHz
  - -80486DX-33 MHz
  - -80486DX2-25/50 & 33/66 MHz
  - -80486DX4-100MHz
- 80386 & 80486 Upgradable Processor with AMI BIOS
- 256K Write Back Cache Memory
- Up to 32 MB of 70ns SIMM DRAM
- IDE Hard Disk & Floppy Disk Controller
- 2 Serial/1 Parallel Ports
- 80387 Co-Processor, 80486DX Internal Co-Processor
- Watch Dog Timer Can Be Set 500ms or 1sec, time out
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- 6-Layer PCB Design To Meet Factory Floor Requirements

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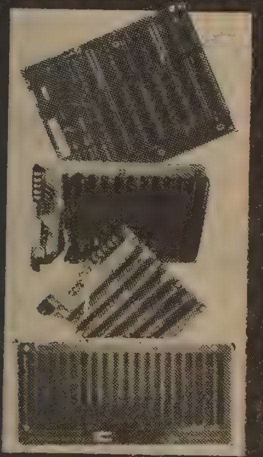
PASSIVE BACKPLANE BOARD



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BACKPLANE
BOARD
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- 20 SLOT SEGMENTED 5,5,5,5

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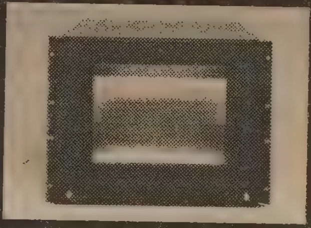
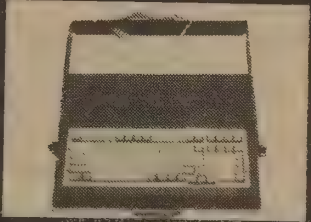
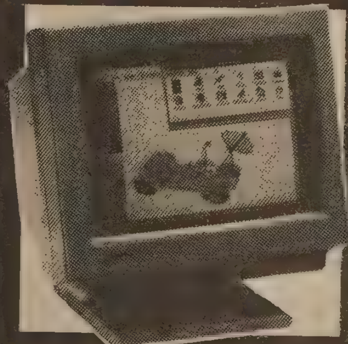


19" RACKMOUNT KEYBOARD





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9" SVGA MONITOR MONO PAPER WHITE

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intel.

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pentium
PROCESSOR

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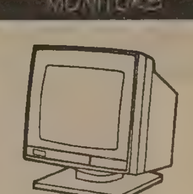
MONITORS



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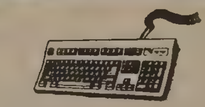
KEYBOARDS



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486 VLB Series

- ☑ Motherboard w/ CPU+FAN (256K Cache)
- ☑ 4Mb Ram installed
- ☑ IDE Controller VLB 2HD & 2FD w/ 2s, 1p, 1g
- ☑ Floppy Drive 1.44Mb
- ☑ Hard Disk 540Mb IDE 12ms
- ☑ Window Accelerator VLB w/1Mb
- ☑ 14" Super VGA Color Monitor (1024x768) .28 NI
- ☑ 101 Keys Enhanced Keyboard
- ☑ Mini Tower Case w/ 230 Watts Power Supply
- ☑ 3 Button Serial Mouse

AMD 486DX2-66	**$878**
AMD 486DX2-80	**$883**
AMD 486DX4-100	**$898**
Intel 486DX2-66	**$898**
Intel 486DX4-100	**$988**

PACKAGE 2 SYSTEM

486 VLB Series

- ☑ SIS-471 Motherboard w/ CPU+FAN (256K Cache)
- ☑ 4Mb Ram installed (72-pin)
- ☑ **EIDE Controller VLB 2HD & 2FD w/ 2s (16550), 1p, 1g**
- ☑ Floppy Drive 1.44Mb
- ☑ Hard Disk 540Mb IDE 12ms
- ☑ **Spider+ Window Accelerator VLB w/1Mb**
- ☑ **14" Acer 34T SVGA Color Monitor (1024x768) .28 NI**
- ☑ 101 Keys Enhanced Keyboard
- ☑ Mini Tower Case w/ 230 Watts Power Supply
- ☑ **Logictec 2 Buttons Serial Mouse**

AMD 486DX2-66	**$918**
AMD 486DX2-80	**$923**
AMD 486DX4-100	**$938**
Intel 486DX2-66	**$938**
Intel 486DX4-100	**$1,028**

PACKAGE 3 SYSTEM

486 VLB / PCI Series

- ☑ Asus Motherboard w/ CPU+FAN (256Kb Cache)
- ☑ 4Mb RAM Installed (72-pin)
- ☑ **EIDE PCI Controller** ***Built-In*** **2HD & 2FD w/ 2s (16550), 1p (EPP)**
- ☑ Floppy Drive 1.44Mb
- ☑ **Hard Disk 850Mb IDE 12ms (PIO: 4)**
- ☑ **Spider Tarantula Lite PCI w/ 1Mb**
- ☑ **14" Acer34T SVGA Color Monitor (1024x768) .28 NI**
- ☑ 101 Keys Enhanced Keyboard
- ☑ Mini Tower Case w/ 230 Watt Power Supply
- ☑ **Microsoft Ergonomic Serial Mouse**

ASUS®

AMD 486DX2-66	**$978**
AMD 486DX2-80	**$983**
AMD 486DX4-100	**$998**
Intel 486DX2-66	**$998**
Intel 486DX4-100	**$1,088**

PACKAGE 4 SYSTEM

Asus Pentium PCI Series

- ☑ **Asus Triton Motherboard w/ CPU+FAN (256Kb Cache)**
- ☑ 8Mb RAM Installed (72-pin)
- ☑ EIDE Controller *Built-In* 2HD & 2FD w/ 2s (16550), 1p (EPP)
- ☑ Floppy Drive 1.44Mb
- ☑ **Hard Disk 850Mb IDE 12ms (PIO: 4)**
- ☑ **Diamond Stealth 32 DRAM PCI w/ 1Mb**
- ☑ **15" Acer56L SVGA Color Monitor (1024x768) .28 NI**
- ☑ **Keytronic 101 Keys Enhanced Keyboard**
- ☑ **Super Mini Tower Case w/ 230 Watt Power Supply**
- ☑ **Microsoft Ergonomic Serial Mouse**

ASUS® pentium PROCESSOR

Intel P5-75MHz	**$1,478**
Intel P5-90MHz	**$1,578**
Intel P5-100MHz	**$1,668**
Intel P5-120MHz	**$2,018**

PACKAGE 5 SYSTEM

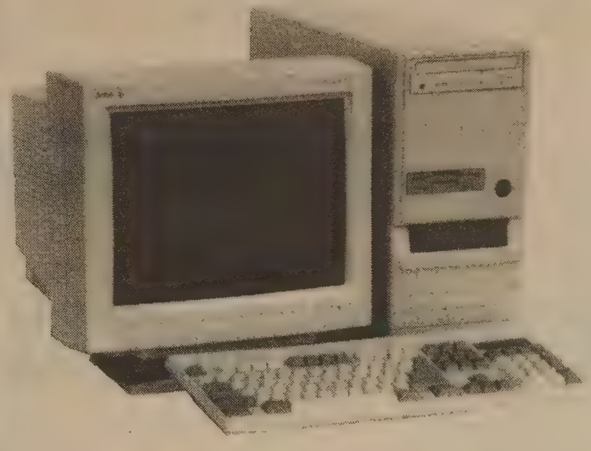
Intel Pentium PCI Series

- ☑ **Intel Triton Motherboard w/ CPU+FAN (256Kb Cache)**
- ☑ 8Mb RAM Installed (72-pin)
- ☑ EIDE Controller *Built-In* 2HD & 2FD w/ 2s (16550), 1p (EPP)
- ☑ Floppy Drive 1.44Mb
- ☑ **Hard Disk 850Mb IDE 12ms (PIO: 4)**
- ☑ **Diamond Stealth 64 DRAM PCI w/ 1Mb**
- ☑ **15" NEC XV15 SVGA Color Monitor (1280x1024) .28 NI**
- ☑ **Keytronic 101 Keys Enhanced Keyboard**
- ☑ **Super Mini Tower Case w/ 230 Watt Power Supply**
- ☑ **Microsoft Ergonomic Serial Mouse**

intel. pentium PROCESSOR

Intel P5-75MHz	**$1,638**
Intel P5-90MHz	**$1,738**
Intel P5-100MHz	**$1,828**
Intel P5-120MHz	**$2,168**

P5 MULTIMEDIA SYSTEM



System appearence may vary

- ✱ INTEL ENDEAVOR P5 SERIES W/ BURST SRAM
- ✱ 256K CACHE EXPANDABLE TO 512KB
- ✱ 8MB RAM 70NS (72-PIN)
- ✱ EIDE VLB 2HD & 2FD W/ 2S (16550), 1P, 1G
- ✱ FLOPPY DRIVE 1.44MB
- ✱ **HARD DISK 850MB IDE 12MS (PIO: 4)**
- ✱ DIAMOND STEALTH 64 VIDEO DRAM W/ 1MB
- ✱ **15" ACER 56L SVGA MONITOR (1024X768) .28 NI**
- ✱ KEYTRONIC 101 KEYS ENHANCED KEYBOARD
- ✱ SUPER MINI TOWER CASE W/ 230 WATTS P.S
- ✱ **MICROSOFT ERGONOMIC SERIAL MOUSE**
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Adventure Connection. (408)244-8160, 734-9475, 321-3661; (415)365-7002, 573-1063, 225-0263, 928-4781; (510)797-4101, 886-3837. 24 hrs. Stop playing with yourself, come play Atlantis RPG and more. Free trial. [Exp. #141.]

BayHomeNet. (408)732-1101, (415)610-6299, (510)744-0407. 8-N-1, 24 hrs., 9600. Online interactive real estate, "Bay Area Backyards" forums, rates, more! [Exp. #140.]

Calypso BBS! (415)332-5760, 452-1115; (510)538-6918, 895-6743. 8-N-1, 24 hrs., 1200–14,400. Real-time multichat, nice people, Internet email/Usenet, interactive games live. Free trial. Sysops: Larry, Moe, and Curlie. [Exp. #140.]

The Inferno. (408)225-2428, 244-0325, 749-0693; (415)261-1618, 856-8746, (510)226-1911. 8-N-1, 24 hrs., 28,800. Chat, free email, free Usenet groups, games, files! Adults only! Free trial. [Exp. #141.]

The National BBS/Internet Directory. (305)749-6458. Lists over 2500 BBS/FreeNet numbers, local and 1-800 access numbers, much more. [Exp. #139.]

Pathway BBS. (408)956-5600, (503)226-2665, (619)699-5750, (714)236-4247, (916)454-0947. 8-N-1, 1200–14,400. Sizzling public and private chat. [Exp. #141.]

408

Anatomically Correct BBS. (408)733-7429. 24 hrs., 14,400. Adults only. Chat, articles, X-rated personals, matchmaker, no GIFs, more. Free. Sysop: Howeird. [Exp. #141.]

Boat Sails. (408)338-7253. 8-N-1, 24 hrs., 14,400. Boat listings buy/sell, services, crew listings need/want, free/down pay/up. [Exp. #140.]

Burn This Flag. (408)363-9766. 24 hrs., 14,400. Zines, neurotica, pornicopia, mucosa, and a plethora of bad taste. Free/pay. [Exp. #140.]

The Camline BBS. (408)629-1351. 14,400. Specializing in vector-based graphics and more. VirtualNet. Free. [Exp. #141.]

China Garden BBS. (408)998-4575. 2400–28,800. Chinese/English message areas, animes, X-animes, email, Internet newsgroups. Free/fee. [Exp. #139.]

Citizens BBS. (408)720-8520. 8-N-1, 24 hrs., 14,400. Learn the difference between state and federal citizenship. Files/messages. Free/pay. Sysop: Gary Dunn. [Exp. #141.]

Companion Connection. (408)241-6817. 24 hrs., up to 28,800. 14 lines. Looking to date? This is the place! Call (408)399-4519. Fee. [Exp. #139.]

Daddy & Me, Your Virtual World. (408)354-9602. 24 hrs., 14,400. Two lines. Mac and PC, games, Internet. Free. [Exp. #140.]

The Daedalus BBS. (408)257-2029, 257-2707. 24 hrs., 14,400, 28,800. This board is not a free board but the fees are minimal. [Exp. #139.]

Data Vortex Comm. BBS. (408)464-8570. 8-N-1. Nationwide real estate database, live chat, Appogee/Software Creations dist site, more. Sysop: Michael Welch. [Exp. #139.]

El Observador. (408)372-9054, 372-1108. 14,400. Coffee, literature, UFOs, phones, 2GB shareware. [Exp. #141.]

Exodus/BDPA Silicon Valley Chapter. (408)654-8911. 8-N-1, 28,800. EXODUS Newsmagazine + Black Data Processing Associates. BDPANet/Afronet/Internet email. Free trial. Sysop: Willie Mackey. [Exp. #141.]

The Family Preservation Society BBS. (408)996-8473. 8-N-1, 24 hrs., 14,400. Legal and informational issues concerning the family; legal files, conferences. Free. [Exp. #141.]

Garlique Graphics Image Center. (408)847-0665. Home of the Garlique Ladies, full Internet for members, adult CDs, instant access. [Exp. #140.]

The Hidden Lair BBS. (408)374-6992. 1200–28,800. Multichat, adult files, games, messages, 5GB+ of storage. Free. Sysops: Drakkhen and Diana. [Exp. #139.]

The Hole. (408)998-0139. 8-N-1, 24 hrs., 14,400. Pagan, Christian, Buddhist, Zen, and metaphysical BBS. National/worldwide messages, more. Free. [Exp. #139.]

The Hot Gecko BBS. (408)374-6750. DOS and Windows shareware, adult file areas. Free trial access. [Exp. #140.]

The InterActive BBS. (408)532-0386. 8-N-1, 24 hrs., up to 14,400. Four lines. Six CD-ROMs, chat, Internet email, multiplayer games. Free/pay. Sysop: Michael Niblett. [Exp. #139.]

Matrix Online Service. (408)378-6588. Community-oriented, files, messaging, games, zines, job search, SIGs. Free access. Sysop: Darryl Perry. [Exp. #140.]

The Meating Place BBS. (408)926-6174. 24 hrs., 14,400. Nine lines. Gay/Bi, adult, email, chat, matchmaker, GIFs, XXX stories. System password: MICRO. [Exp. #140.]

The MicroClassified Ads. (408)336-4608. 8-N-1, 24 hrs., 1200–14,400. Buy/sell any items online. Place personal ads. Free. [Exp. #141.]

Monterey Gaming System. (408)655-5555. 14,400. 32 lines. Free Internet email, chat, contests, games, Doom/Doom II. Free trial. Sysop: Lisa Janakes. [Exp. #140.]

Mountain Mist BBS. (408)248-4140. 24 hrs., 28,800. PCBoard, RIME, ILink and Intelec email. 500M+ files, games, legal emphasis. Sysop: Christina M. Capurro, Esq. [Exp. #139.]

Mountain Retreat. (408)335-4595. 24 hrs., 14,400. FidoNet, 2.9GB HD, 20,000+ files, Turbo Pascal is the specialty. Sysop: John Jamieson. [Exp. #139.]

The NetWork Resource BBS. (408)286-4227. 8-N-1, 1200–16,200. Dedicated to networking professionals, Novell/UNIX interests. Worldgroup system. Files. Free. [Exp. #141.]

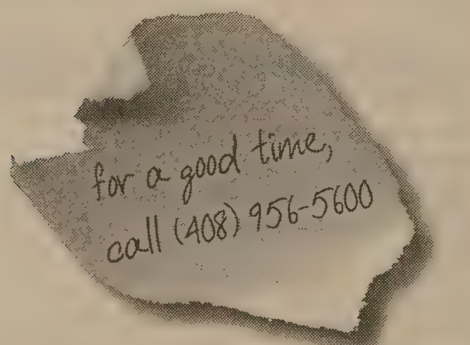
Nova Quadrant. (408)238-7273. 1200–14,400. Latest files, latest doors, wide selection of shareware games. Free/pay. [Exp. #141.]

Once Upon An Albatross... BBS. (408)295-3949. 8-N-1, 24 hrs., 2400. Newest BBS to hit the South Bay college scene! Sysop: Christopher Reimer. [Exp. #139.]

Positive Image BBS. (408)270-8997. 1200–28,800. Six lines. Mac, PC, adult areas, and more. [Exp. #141.]

The Ride. (408)399-4516. 24 hrs., up to 28,800. 14 lines. All adult chat system, files, message bases, Internet. Fee. Sysop: Jayme Robinson. [Exp. #139.]

Star League BBS. (408)847-4812. 8-N-1, 24 hrs., 14,400. Doom!, TradeWars II, and many



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Sweet Whispers BBS. (408)229-9001. 8-N-1, 24 hrs., 14,400. Adult social network, chat, email, library, erotica/casino progressive slots. Free trial. [Exp. #141.]

TIPS BBS. (408)265-7529. 8-N-1, 24 hrs., 1200–14,400. Internet email, Usenet newsgroups, latest shareware, technical support. Free/fee. Sysop: Wm Duemler. [Exp. #140.]

Tower Of Pegasus. (408)684-9042 24 hrs., (408)684-2335 4:30pm–8:00 am M–F & 24 hrs. wknds. 8-N-1, 1200–28,800. Files, EchoMail, PGP, X-Net. Free. Sysop: Marc Jacobs. [Exp. #140.]

The Underworld. (408)453-5209. 8-N-1, 24 hrs., 300–38,800. Free everything!! Files, messages, door games!! Registered LORD!! All free!! [Exp. #139.]

VidGam2 BBS. (408)737-7791. 28,800. Adult GIFs, games, 1000s utils., free Internet newsgroups, email, FTP-mail, Fido. Sysop: Marcelo Hassmer. [Exp. #141.]

The Warped Disk. (408)288-6890. Files, chat, photo database. Now running WorldGroup! Free Windows terminal interface! Free/pay. [Exp. #140.]

Wolf-359. (408)559-5051. 8-N-1, 24 hrs., 14,400. VGA-Planets, Descent, DOOM, games and demos and everything else! Free. [Exp. #139.]

Yurope BBS. (408)257-5071. 24 hrs., 14,400. News, info, files on former Yugoslavia. Internet, mailing lists, GIFs. Free/pay. Sysop: Miroslav Dragojevic. [Exp. #140.]

415

007 1/2 BBS. (415)387-7229. 8-N-1, 24 hrs., 1200–14,400. Two lines. Asian GIFs, utils., games, LORD. Free/pay access. [Exp. #139.]

Airtight Garage. (415)641-0348. 8-N-1, 24 hrs., 300–28,800. FidoNet/Internet motorcycling, science fiction and Libertarian msg. areas. Free. Sysop: Carlos. [Exp. #140.]

BayBytes BBS. (415)327-2098. 24 hrs., 2400–28,800. Infotainment, Internet email, chat, games, networking for small/home business. Free trial. [Exp. #141.]

Breaking Bay BBS. (415)566-0385. 24 hrs., 300–14,400. NoCal's SCUBANET supporting SCUBA diving and underwater photography, three CD-ROMs. Free. Sysop: Charlie Eng. [Exp. #141.]

DeaD PoinT. (415)992-4320. 8-N-1, 24 hrs., 2400–28,800. 1.2GB of shareware programs, 40+ games, FidoNet, CD-ROM. Sysop: Christopher Jong. [Exp. #141.]

The Family BBS. (415)459-6094. 24 hrs., 14,400. Usenet, Internet mail, parenting, childcare, health, investments, software, hardware. Free/fee. [Exp. #139.]

Flying High BBS. (415)467-2303. 24 hrs., 9600–28,800. Gay/straight XXX Asian, games, L.O.R.D., 18+ verification for adult access. Free. [Exp. #141.]

Games & Stuff. (415)369-1110. 8-N-1, 14,400. Internet newsgroups, email. 20,000+ games, GIFs, utils, 4.5GB. Free/pay. Sysop: Paul Langston. [Exp. #141.]

Golden Gate Computer Society BBS. (415)457-2516. 24 hrs., 14,400. 2GB of files, 30 min/day free. ILink, Cal.Link: free. Usenet and Internet email: $24/year. [Exp. #140.]

IBBS West. (415)564-9440. 8-N-1, 24 hrs., 300–14,400. PC and compatibles, shareware, utils., adult GIFs, CD-ROM 13,000 files. Fee. [Exp. #139.]

Information Exchange BBS. (415)282-3823. 14,400. 2.8GB online, multiline chat, coast-to-coast RaVeNET hub. Free. Sysop: Aztek. [Exp. #140.]

Information Resources Online. (415)753-5121. 8-N-1, 24 hrs., 14,400. Homeowner and building topics, full text searching, online book catalog. Free access. [Exp. #140.]

Intimate Images. (415)598-0898. 1200–28,800. Original adult images and video clips. Free samples. No hourly fees! [Exp. #141.]

Jabba's Palace. (415)876-7022. 9:00 am–10:00 pm (tentative) 9600–14,400. Many messages, conferences, files, HK/anime/adult GIFs. New Board! Free/donation. [Exp. #140.]

Kewl BBS. (415)592-8520. 24 hrs., 2400–28,800. Games, files, forums, Action teleconference. Major BBS. [Exp. #141.]

Lincoln's Cabin BBS. (415)752-4490. 2400–28,800. Internet email, Usenet, RIME, files. Low subscription rates. Free trial. [Exp. #141.]

The Mac Daddy BBS. (415)587-9052. 24 hrs., 14,400. Best local message area, too many nets to list, three+ CD-ROMs of Mac files. Sysops: Jonathan Mergy, Robert Pomon. [Exp. #139.]

The Mother Ship. (415)665-5496. 8-N-1, 24 hrs., 14,400. How to legally stop paying federal income tax, leading-edge consciousness. [Exp. #139.]

The Nerdshack. (415)681-1724. 8-N-1, 24 hrs., 14,400. Internet email and news, chat, files, games, other nerdly fun! Free. Sysop: Porter Venn. [Exp. #140.]

NiteLite Remote BBS. (415)965-4474. 8-N-1, 24 hrs. FidoNet/Internet echo/email, aviation/space/UFOs, role players collection. Free/donation. Sysop: Byron McKay. [Exp. #139.]

The Online Islamic Bookstore & BBS. (415)969-7335. 8-N-1, 24 hrs., up to 14,400. Latest Islamic books, CD-ROMs, and software; knowledge files and more. Free 1hr./day. [Exp. #141.]

The Pyramid/2 OS/2 BBS. (415)494-7497. 8-N-1, 24 hrs., 2400–14,400. Provides the latest in OS/2 files, information. Files added daily. Free. Sysop: Sven Sampson. [Exp. #140.]

Recovery BBS. (415)255-2188. 8-N-1, 24 hrs., Dedicated to 12-step recovery programs: AA, NA, Al-Anon, OA. etc. Fido 1:125/9. Free. Sysop: Rich Gorin. [Exp. #140.]

Senior Information Online. (415)697-0520. 8-N-1, 24 hrs., up to 14,400. Senior resources, retirement planning, info on Social Security, Medicare, etc. Free. [Exp. #141.]

Space BBS. (415)323-4193. 28,800. 15 lines. Internet email, telnet, ftp, gopher access; Usenet; much more. Sysop: Owen Hawkins. [Exp. #139.]

Top Gun BBS. (415)221-9366. 24 hrs., 300–14,400. 15+ games, lots of files, messages, etc. Int. Bre coming soon. Free! [Exp. #140.]

TripLine BBS. (415)341-8248. 8-N-1, 24 hrs., 2400–14,400. New BBS on the block! Files, games, GIFs, chat, more. No fee. [Exp. #141.]

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Urbanite BBS. (415)528-6602. 8-N-1, 24 hrs., 57,600. DOOM game connection, chat, Internet, Windows, multimedia, huge download. Free. [Exp. #141.]

VidGame BBS. (415)742-6486, 369-7356; (510)601-0771. 28,800. Nine nodes. Adult files; 1000s utils.; Internet newsgroups, email, and FTP-mail; more. Sysop: George Hassmer. [Exp. #140.]

Virtual Pleasures BBS. (415)802-0500. 8-N-1, 24 hrs., 14,400. 40 lines. Adult. Chat, teleconference, forums, files. Local numbers. Ladies complimentary. Sysop: Brad. [Exp. #139.]

510

Aaron Construction Company BBS. (510)521-0281. 8-N-1, 24 hrs., 1200–28,800. Construction Q&A, lots of files, Paul Revere Network echo conferences. Free. [Exp. #139.]

Albatross! Gardening Club. (510)449-8750. 8-N-1, 24 hrs., 28,800. IBM games, DOS/Windows utilities, shareware; Mac files, MVP Software, more. Sysop: Paul George. [Exp. #141.]

Amiga Addicts Anonymous BBS. (510)680-2850. 24 hrs., 1200–14,400. Amiga files only. Free. Sysop: Stanley Poland. [Exp. #141.]

Awaiter BBS. (510)939-9992. 24 hrs., 28,800. Internet, newsfeeds, email, OPUS, UFO, paranormal, anarchy, files, games. Free. [Exp. #141.]

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adult/general, 18+ years old. Free/fee. Sysop: Sam Thompson [Exp. #141.]

Beyond Infinity BBS. (510)283-1269,,,*3. L.O.R.D., Usurper, many women in bikinis, messages netted on VirtualNET. [Exp. #141.]

Bust Out BBS. (510)888-1443. 24 hrs., up to 28,800. 30+GB, huge msg. and file network including Internet (many adult), more. Sysop: Alex J. Riggs. [Exp. #140.]

Caxius BBS. (510)895-6961. 24 hrs., 300–14,400. 100+ message bases, active debate forum, 50+ file areas, more. Free! Sysop: Ed Correia. [Exp. #141.]

Computer Addiction. (510)278-2287. 8-N-1, 6–10 pm, 2400–14,400. We have shareware, networks, adult, online programs, and much more. [Exp. #139.]

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For God's Sake BBS. (510)614-8405. 8-N-1, 24 hrs., 300–2400. Discussion on spiritual topics. Invitation to events. [Exp. #141.]

Gold Diggers BBS. (510)568-7807,,,23,23. 24 hrs., 2400–28,800. IBM, Atari ST, Amiga, Mac, files, games, and messages. $10/year. Sysop: Harry Goldberg. [Exp. #141.]

Gospel Ministry Through PC. (510)932-8778. 8-N-1, 2400–14,400. Daily devotion readings, Bible promises, etc., ANSI art, RIP graphics. Free. Sysop: Dr. Daniel Maedjaja. [Exp. #139.]

Greater Light BBS. (510)724-9296. 24 hrs., 14,400. Free Christian BBS. Thousands of files, lots of message bases. Sysop: Michael Bryant. [Exp. #141.]

Highway Access BBS. (510)865-6401. 8-N-1, 24 hrs., 300–14,400. Over 4.7GB of OS/2, DOS, Windows, and Mac shareware. FidoNet. [Exp. #139.]

The Jungle! (510)471-6714. 24 hrs., 2400–14,400. Online games, files, and conferences. Featuring a competitive LORD game. Free. Sysop: David Godinez. [Exp. #140.]

K 3's Over The Wire Resumes. (510)370-3719. 90-day free resume listing. Free job hotlines. [Exp. #140.]

KanonTech BBS. (510)235-6839. any parameters, 24 hrs., 14,400. Martial Arts net, registered online games, 1GB of files. Free. Sysop: Kanon Kubose. [Exp. #140.]

Krystal Dreams BBS. (510)783-7261. 8-N-1, 24 hrs. No ugly fees!! Just maintain file ratios and read policy...Enjoy!! [Exp. #139.]

LiverGulch BBS. (510)606-9846. 24 hrs., 28,800. Four lines. New! Windows-only, multitasking BBS. Science, technology, NASA GIFs, Windows shareware. Sysop: Ken Marsh. [Exp. #139.]

Maddog! BBS. (510)895-8089, 483-0203. 24 hrs., 2400–28,800. 10 CD-ROMs, online games, FidoNet, HotNet, Raider and 49er echos, files. Sysop: Troy Earp. [Exp. #141.]

The Phantom Zone BBS. (510)538-9586. 8-N-1, 24 hrs., 300–14,400. Three lines. Files, messages, games, echo mail, FidoNet, Internet email. [Exp. #141.]

Pleasant BBS! (510)689-0519,,22. 24 hrs., 2400–14,400. Most new GIFs, games, shareware, adult files, more. Very friendly sysop. Free/fees. [Exp. #139.]

Single Life. (510)796-2895. 8-N-1, 24 hrs., 2400–14,400. A BBS for singles. Local events listing, messages, matchmaker. Free trial. [Exp. #141.]

Smorgasbord BBS. (510)440-1125. 2400–28,800. Four lines. Fremont, Sunnyvale, Milpitas. 80,000 files, Free Internet email. [Exp. #139.]

The Stage. (510)251-2431. 24 hrs., Pagan-oriented BBS. PODSnet, VORTEXnet. Magickal library. Join the play. [Exp. #140.]

Stock Trend BBS. (510)490-7886. 8-N-1, Stock price analysis, 500+ stocks. Free demo program. Money-making BBS. [Exp. #141.]

Terminal One BBS. (510)689-9528. 28,800. Four lines. Files, games; Free Internet email, newsgroups. Multinode chat. [Exp. #140.]

Tiger Team Buddhist Information Network. (510)268-0102. 24 hrs., 14,400. "America's Buddhist online service." Internet email, Usenet, files, graphical user interface. [Exp. #139.]

VA Listings. (510)637-1261. 24 hrs., 300–9600. Multiline. VA-owned homes for sale. Sysop: David Piersall. [Exp. #140.]

The Warped BBS. (510)939-8344. 24 hrs., 300–28,800. Two lines. WWIV 4.23, 50 message bases, 2GB+. Free. [Exp. #139.]

Windows OnLine. (510)736-8343. Largest Windows BBS. Members receive free Internet email, 30,000 Win 3.x files. Free trial. [Exp. #140.]

Wishing Well BBS. (510)745-7901. 1200–14,400. 95+ games, quality files, supports ANSI and RIP, adult files, more. Sysop: MaryLou White. [Exp. #140.]

707

CyberDate BBS. (707)426-4149. 8-N-1, 24 hrs. Mon.–Fri., temporarily closed Sat. and Sun., 14,400. Meet singles locally or globally through our multimedia picture databases! Free/fee. Sysop: Richard Engle. [Exp. #139.]

The Electronic Grapevine. (707)257-2338. 24 hrs., up to 28,800. RIME, Fido, Usenet, Internet email; 35,000+ files, more daily. Free trial. [Exp. #139.]

Flight Line International. (707)434-1826. 24 hrs., 14,400. Airline employment, job postings, pilots, flight attendants, mechanics, ground crews, more. [Exp. #140.]

The Party Line BBS. (707)542-3193. 24 hrs., up to 14,400. 12 lines. General entertainment, chatlink each night, home of Excalibur! Free/fee. [Exp. #141.]

916

EBS MicroSystems. (916)247-1232. 24 hrs., 1200–14,400. 10 lines. IFDC FileGate, 5000 new files a month. FidoNet/PC catalog. Sysop: Bruce Knapton. [Exp. #139.]

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USER GROUPS

AMIGA

AGA. Meetings: 7th of each month, 7:00 pm, SF State University. Graphics users group for all Amiga users of 2D, 3D, animation, multimedia, and video software. Call: Ollie, (415)863-8792. [Exp. #140.]

AUM—Amiga Users Of Marin. Meetings: 3rd Tues., 7:30 pm. College of Marin, Science Center, Room 191, Kentfield. Call: (415)924-5384. [Exp. #140.]

AWEST Amiga Users In SF. Meetings: 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission St. (near Ocean), San Francisco. Call: (415)474-1164. [Exp. #142.]

FAUG—First Amiga User's Group. Meetings: 1st Tues., 7:30 pm, HT Electronics, 275 N. Mathilda Ave., Sunnyvale. Q&A, new product demos, public domain software. Call: Mike Fischer, (415)855-9816, BBS (415)341-7566, *mikef@vid.hp.com* . [Exp. #140.]

RAACOON (Redding Area Amiga Commodore Owners/Operators Network). Amiga/Commodore 64/128 support group. $25/year including BBS access. BBS (916)247-1232. Call: Jeff King, (916)221-2651. [Exp. #142.]

RE-Amiga—Redwood Empire Amiga Users Group. Meetings: 2nd Tues., 7:30 pm, Sonoma State University, Darwin Hall, Rm. 121, 1801 East Cotati Ave., Rohnert Park. Call: (707)523-9978 or BBS (707)539-6944. [Exp. #140.]

APPLE

PAUG—Peninsula Apple User Group. Meetings: 3rd Thurs., 6:30 pm, Computer Attic, 2750 El Camino Real, Redwood City. Beginners and advanced, question and answer, new product demos, public domain software. Call: Ted Wagner, (415)345-0751. [Exp. #140.]

SPC Apple User Group. Meetings: 2nd Tues., 6:45 pm, CompUSA, New Park Mall, Newark (I-880 exit west on Steveson or Morey). The Society for Prevention of Cruelty to Apple Computers Users Group supports all Apple and Macintosh computers. Call: Dean Fearn, (510)881-9160. [Exp. #144.]

ATARI

ABACUS—Atari Bay Area Computer Users Society. Meetings: 1st Sat. 1:00 pm, Potrero Branch Public Library, 2nd floor, 1616 20th St., San Francisco. Supporting all Atari computers and video games. PD software, MIDI, applications. Call: Roger Sinasohn, (415)469-7924. [Exp. #139.]

Bay Area Atari Users Group. Meetings: 1st Mon., Agnews Development Center West Campus Auditorium, San Jose. Write: c/o 3691 Eastwood Cir., Santa Clara 95054-2121. Call: Steven Lee, (408)988-3878. [Exp. #144.]

San Leandro Computer Club. Meetings: 1st Tues., 8:00 pm, San Leandro Main Library, Estudillo Room, 300 Estudillo Ave. Call: Robbie, (510)797-5636. [Exp. #144.]

CAD

MAUG—Marin AutoCAD Users Group. Meetings: 1st Thurs., 6:30 pm, Autodesk, 111 McInnis Pkwy., Demo Rm., San Rafael (next to Embassy Suites). Call: Priscilla Mills, (415)453-4480. [Exp. #142.]

San Francisco AutoCAD User's Group. Meetings: 1st Mon., 6:00 pm, SFSU Downtown Center, 425 Market St., San Francisco. Door prize every meeting. Call: (510)420-0925. [Exp. #143.]

South Bay AutoCAD Users Group. Milpitas. Call: (408)282-4448. [Exp. #144.]

COMMODORE

CHUG (Commodore Hayward User Group). Meetings: 2nd Sat., 2:00 pm, Palma Ceia Park Clubhouse, Hayward. Call: (510)531-3734 or 793-7868. [Exp. #143.]

CWEST C64/128. 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission (near Ocean), San Francisco. Call: (415)626-9946. [Exp. #142.]

Diablo Valley Commodore Users Group. Meetings: 3rd Thurs., 7:00 pm, Contra Costa Water District Anteroom, 1331 Concord Ave., Concord. Call: (510)689-3224. [Exp. #143.]

RAACOON (Redding Area Amiga Commodore Owners/Operators Network). Amiga/Commodore 64/128 support group. $25/year including BBS access. BBS (916)247-1232. Call: (916)221-2651. [Exp. #142.]

DESKTOP PUBLISHING

Bay Area Corel Artists And Publishers (BAYCAP). Meetings: 1st Mon. (2nd if holiday), 7:30 pm, Varian Associates, Bldg. 7, 3075 Hansen, Palo Alto. $5 for nonmembers, membership is $35/year. Call: (408)252-5586. [Exp. #143.]

Redwood Computers Desktop Publishing Training Center. Classes in programs such as Photoshop, Illustrator, QuarkXPress, PageMaker, CorelDraw. Call: (707)795-1700. [Exp. #139.]

IBM AND COMPATIBLES

AT&T Computer Users Group. Meetings: 1st Wed., 7:00 pm, 50 Fremont St., 40th Floor—near 1st and Mission, San Francisco. Demonstrations, technical support, informal discussion. Call: (415)885-6631. [Exp. #144.]

Diablo Valley User Group—DVPC. Meetings: 1st Thurs., 7:30 pm, Bank of America, Bldg. B, Clayton Rd. at Galindo, Walnut Creek. SIGs include Internet, Windows, Beginner's, Visual Basic, education/entertainment, and more. Call: (510)943-1367. [Exp. #142.]

East Bay FOG. Meetings: 2nd Wed., 7:30 pm, Episcopal Church of St. John-in-Montclair, 1707 Gouldin Rd., Oakland. All microcomputers, MS-DOS, CP/M. Call: (510)653-2527, 8 am–10 pm. [Exp. #143.]

Golden Gate Computer Society. Meetings: 4th Mon., 7:00 pm, San Rafael Community Center, 618 B St., San Rafael. Free intro to computers class at 6:00 pm. Call: (415)454-5556. [Exp. #143.]

Napa Valley PC Users Group. Meetings: 2nd Wed., 7:30 pm, Call: Lee Schwab, (707)257-2675 or *lee@community.net* for details and location. [Exp. #144.]

PC Clubhouse. Meetings: 1st Fri., 7:30 pm, swap at 7:00 pm, Meiklejohn Hall, Room 2002 (inside 1009), CSU Hayward. Share knowledge and PD/shareware, network of BBSes, mentor assistance, SIGs. Call: (510)276-6450 or 538-2449. [Exp. #144.]

PC Users Group Of The Redwoods. Meetings: 2nd Thurs., 6:30 pm, Santa Rosa Veteran's Memorial Building, East Dining Room, Maple Ave., Santa Rosa. Call: (707)527-USER; or Mel Del Gallo, (707)571-0373. [Exp. #141.]

San Francisco Computer Society. Meetings: 4th Mon., 7:00 pm, Presbyterian Church, 1329 7th Ave., San Francisco. CP/M and DOS, novices welcome. Call: Bob Forsberg, (415)885-6202. [Exp. #143.]

San Francisco PC Users Group. Meetings: 3rd Tues., 7:30 pm, St. Mary's Cathedral, 1111 Gough St., San Francisco. Call: (415)346-2644 recording; Kendall Callas, (415)821-1310; Loyd Cribbs, (415)751-5219. [Exp. #144.]

Silicon Valley Computer Society—SVCS. Meetings: 2nd Wed., 7:30 pm, Hewlett-Packard, Bldg. 48, Oak Room, 19483 Pruneridge Ave., Cupertino. Call: (408)956-0864; BBS, (408)956-0317. [Exp. #144.]

Software Forum (formerly SEF) Business Operations SIG. Meetings: 1st Tues., 7:00 pm, Center for Software Development, 111 W. St. John St., Ste. 200, San Jose. $10. Call: Mike Schmit, (408)244-6826. [Exp. #144.]

Software Forum (formerly SEF) International Software SIG. Meetings: 3rd Mon., 7:00 pm, Center for Software Development, 111 W. St. John St., Ste. 200, San Jose. $10 Call: Charlie Pfefferkorn, (408)923-7570. [Exp. #144.]

South Bay WordPerfect User Group. Meetings: 4th Tues. (no Dec. meeting), 7:00 pm, Novell, 2880 Lakeside, Suite 300, Santa Clara. WordPerfect product presentations and education for Windows. Free. Call: Scott Maiden, (408)253-4591. [Exp. #144.]

Stanford Palo Alto PC Users Group. Meetings: last Wed., 7:30 pm, Varian, 3075 Hansen Way, Bldg. 7, Auditorium, Palo Alto. Call: (415)329-8252. [Exp. #144.]

INTERNET

Old Town News & Coffee Internet Users Group. Meetings: every Thurs., 7:00 pm, Old Town News & Coffee, 926 Grant Ave., Novato. Hooked staff on hand to discuss setting up Web pages. Call: (415)897-4419 or *oldtown@hooked.net* or *http://hooked.net/users/oldtownnews* . [Exp. #143.]

Software Forum (formerly SEF) Internet SIG. Meetings: 2nd Wed., 7:30 pm, Cubberly Community Center, 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Call: Walt Schilling, (415)390-9477. [Exp. #144.]

LEGAL

BMUG Law SIG/Law SIG South. Meetings: 2nd Wed., 6:00 pm, Nossaman, Guthner, Knox & Elliot, 50 California St., 34th Fl., San Francisco. Call: Randy, (916)661-2280 or *rbs@aol.com*; or Ted, (415)383-4783 or *tllindberg@aol.com* . [Exp. #143.]

SF Bar Assoc. WordPerfect User Group. Meetings: 3rd Wed. odd-numbered months, noon, SF Bar Assoc. Boardroom, 7th Fl., 685 Market St., San Francisco. Brown bag meetings. Call: (415)421-5650. [Exp. #142.]

MACINTOSH

Association Of A32 Users. Meetings: 2nd Sat., 10:00 am, Sunnyvale Community Center Arboretum, 550 E. Remington Ave. (near corner of El Camino and Fair Oaks). Q&A session; guest speakers and vendor demonstrations; shareware, freeware, and PD software disks. Call: (408)263-0398. [Exp. #141.]

BMUG—Berkeley Macintosh User Group. Meetings: every Thurs., 6:00 pm, Warren Hall, Rm. 22, UC Berkeley campus. Call: (510)549-BMUG. [Exp. #143.]

BMUG West. Meetings: last Mon., 6:30 pm, San Francisco Exploratorium. Call: (510)549-BMUG. [Exp. #143.]

CMUG-Christian Macintosh User Group. Meetings: 1st Thurs., 7:00 pm, San Jose. Learn more about your Mac. Monthly newsletter. Call: Rick Thrasher, (408)945-4773 or *RickT5@aol.com* . [Exp. #144.]

Diablo Valley Macintosh User Group (DVMUG). Meetings: 3rd Tues., 7:00 pm, Bancroft School, 2200 Parish Dr., Walnut Creek. Get together with Mac and Performa users. Enjoyable SIG meetings. Call: Tom Bacon, (510)945-4548. [Exp. #142.]

International Macintosh Users Group (IMUG). Meetings: 3rd Thurs., 7:00 pm, Apple Computer, R&D Campus, 1 Infinite Loop, Cupertino. A forum for multilingual/multiscript computing. Call: Roger Sherman, (415)859-5146. [Exp. #143.]

Macs Of Marin. Meetings: last Wed., 7:30 pm, Corte Madera Rec. Center, 498 Tamalpais Dr., Marin. Q&A 7:30, meeting 8:00, members free, nonmembers $5. Call: Richard, (415)485-

USER GROUPS cont...

5596. [Exp. #140.]

P.I.E. Macintosh Special Interest Group. Meetings: 2nd Thurs., 7:15 pm, Lynbrook High School, Rm. 32, 1280 Johnson Ave. (btw. Bolinger & Prospect), San Jose. Call: Mickey Schumacher, (408)993-9363. [Exp. #139.]

PAUG—Peninsula Apple User Group. Meetings: 3rd Thurs., 6:30 pm, Computer Attic, 2750 El Camino Real, Redwood City. Beginners and advanced, question and answer, new product demos, public domain software. Call: Ted Wagner, (415)345-0751. [Exp. #140.]

San Leandro Apple Eaters Users Group (MUG). Meetings: 1st Thurs., 7:30 pm, San Leandro High School, Rm. 204, 2200 Bancroft Ave., San Leandro. Call: Stan (510)351-3973 or Ed (510)651-8521. [Exp. #140.]

Software Forum (formerly SEF) OpenDoc/Macintosh SIG. Meetings: 3rd Tues., 7:00 pm, Apple Computer, R&D Bldg. 4, 4 Infinite Loop, Cupertino. $10. Call: Tony Meadow, (510)644-9400. [Exp. #144.]

SPC Apple User Group. Meetings: 6:45 pm, CompUSA, New Park Mall, Newark (I-880 exit west on Steveson or Morey). The Society for Prevention of Cruelty to Apple Computers Users Group supports all Apple and Macintosh computers. Call: (510)881-9160. [Exp. #144.]

TriValley Macintosh User Group (TMUG). Meetings: 3rd Tues., 7:30 pm, Sonoma School, 543 Sonoma Ave., Livermore. Beginners to experts; library, newsletter, SIGs, and a BBS. Call: Dan, (510)462-0894. [Exp. #142.]

MISCELLANEOUS

California Genealogical Society SIG. Meetings: 2nd Sat. odd months, CGS Library, 300 Brannan St., 4th Fl., San Francisco. All makes, models, and software welcome. Call: Dave Wilma, (415)681-5131 or *DavidWilma@aol.com* . [Exp. #144.]

MOBILE

Software Forum (formerly SEF) Mobile/Wireless SIG. Meetings: 4th Wed., 7:00 pm, Cubberly Community Center, 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Call: Dick Roistacher, (415)591-8236. [Exp. #144.]

Stanford Newton User Group. Meetings: 2nd & 4th Tues., 7:00 pm, Printer's Inc. Bookstore Cafe, 310 California Ave., Palo Alto. Call: Flash Sheridan, (415)462-9203 or *FlaSheridn@rahul.net* . [Exp. #139.]

MULTIMEDIA

Authorware User Forum. Meetings: last Tues. (except Aug./Dec.), 6:30 pm, Scitor Corp., 256 Gibraltar Dr., #C1, Sunnyvale. $5. Call: (510)736-5245. [Exp. #144.]

Macromedia User Group. Meetings: 1st Tues., 6:00 pm, 600 Townsend St. at 7th, San Francisco. For multimedia developers of all levels who use Macromedia products. $5. Call: (415)252-2295. [Exp. #141.]

Software Forum (formerly SEF) Multimedia SIG. Meetings: 4th Thurs., 7:00 pm, Center for Software Development, 111 W. St. John Street, Suite 200, Downtown San Jose. $10. Call: Dave McCutcheon, (415)506-4238 or Charlie Pfefferkorn, (408)923-7570. [Exp. #144.]

NETWORKING

Apple Network Manager's Association. Meetings: 3rd Thurs., 5:30 pm, Syntex Laboratories, Palo Alto. A forum for discussing problems and solutions associated with managing mixed environments with AppleTalk networks. Call: Bill Woodcock, (510)843-6369, email *woody@zocalo.com* for directions. [Exp. #143.]

Software Forum (formerly SEF) Client/Server SIG. Meetings: 4th Tues., 7:00 pm, Cubberly Community Ctr., Rm. H-1, 4000 Middlefield Rd., Palo Alto. $10. Call: Patrick O'Brien, (415)726-4664. [Exp. #144.]

NEXT

BANG—Bay Area NeXTStep Group. Meetings: 3rd Thurs., 7:00 pm, Stanford Linear Accelerator Center, 2725 Sand Hill Rd., Menlo Park. For NeXTStep/OpenStep users, technical support questions, demos, development tips. Call: Mike Gabrys, (415)327-BANG; email: *info@bang.org*; WWW: *http://www.bang.org/* . [Exp. #142.]

NOVELL

Monterey Novell User Group. Meetings: 3rd Thurs., 40 Ragsdale Dr. in Ryan Ranch off Hwy 68 in Monterey. Call: (408)645-2475. [Exp. #144.]

PARADOX

bapals (Bay Area Paradox User Group). Meetings: 4th Tues., 5:00 pm, 799 Market St., 8th Floor, San Francisco. Call: (415)995-4688. [Exp. #142.]

PROGRAMMING LANGUAGES

Silicon Valley Forth Interest Group. Meetings: 4th Sat., 10:00 am–5:00 pm, 230 Lincoln Centre Dr., Foster City. Call: Dr. C.H. Ting, (415)638-5669 (w), 571-7639 (h). [Exp. #140.]

Software Forum (formerly SEF) C/C++ SIG. Meetings: 2nd Fri., 6:15 pm, UC Santa Cruz Extension, 3120 De La Cruz Blvd. (Trimble at 101), Santa Clara. $10. Call: Marian Corcoran, (408)973-1662. [Exp. #144.]

Software Forum (formerly SEF) Visual BASIC SIG. Meetings: 2nd Thurs., 7:00 pm, Cubberly Community Center, 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Call: Allan Colby, (415)851-4567. [Exp. #144.]

SILICON GRAPHICS

Bay Area Silicon Graphics Users Group—BASGUG. Meetings: 3rd Tues., 7:00 pm, SF Academy of Art College SGI Lab, 79 New Montgomery St. at Mission, San Francisco. Dedicated to providing advanced information and education for SGI systems. Call: Doug Cain, (415)346-6150. [Exp. #140.]

TEXAS INSTRUMENTS

TI-99/4A. Meetings: 2nd Sat., Oakland. Need soft-/hardware? Call: Fred, (510)530-8335. [Exp. #144.]

UNIX

AT&T UNIX Computer Users Group. Call: Thad Floryan, (415)961-5157. [Exp. #144.]

Software Forum (formerly SEF) Open Systems SIG. Meetings: 2nd Tues., 7:00 pm, DEC Auditorium, 130 Lytton Ave., Palo Alto. $10. Call: George Bosworth, (415)851-3304. [Exp. #144.]

VIRTUAL REALITY

Virtual Valley, The Silicon Valley And South Bay Virtual Reality Users' Group. Meetings: every two months (last meeting June 15), Fun, information, networking, job leads, technical demos, speakers. $5. Call: Cleopatra Alfenito, (415)824-2536 or email: *virtual_valley_ admin@gravity.com* . [Exp. #142.]

WINDOWS

Software Forum (formerly SEF) Windows SIG. Meetings: 1st Wed., 6:30 pm, Cubberly Community Center, 4000 Middlefield Rd., Rm. H-1, Palo Alto. $15. Call: Fran Finnegan, (415)288-4400. [Exp. #144.]

Is Your Listing Missing?

Free user group and association listings are limited to the group's name, meeting information, contact name and phone number, and a ten-word description. They will be **deleted at six-month intervals** to ensure timeliness and accuracy of information.

Free BBS listings are limited to the board's name, phone number, hours, baud rates, parameters, and a ten-word description. Please let our readers know if your BBS is free or requires a fee. Because we have an ongoing problem of boards shutting down without telling us, much to the annoyance of would-be callers and the new phone number's owner alike, we will **delete these listings after they've run three months.** The notice at the end of the listing—Exp. #xxx—refers to the last issue number it will appear in unless renewed.

You can update or renew your listings at any time. If yours is missing, send your listing information to:

US Mail should go to: MicroTimes User Group, 3470 Buskirk Ave., Pleasant Hill, CA 94523. **Faxes** are welcome at (510)934-3958. **Email** can be sent to: JohnDownen@aol.com or *MCI:MICROTIMES.*

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ASSOCIATIONS

Association For Systems Management & Data Processing Management Association. Meetings: 1st Wed., 5:30 pm, Mountain View. Networking, dinner, speaker; $20 to $25. Call: (408)727-3906. [Exp. #143.]

Association For Women In Computing. Meetings: 1st Wed., 6:00 pm, Stagecoach Restaurant, 44 Montgomery St., San Francisco. $10 members, $15 guests. Call: (415)979-8450. [Exp. #143.]

Bay Area Association Of Entrepreneurial Software Engineers. Meetings: 1st Tues., 6:30 pm, 1401 Red Hawk Cir., #L108, Fremont. Dinner, lectures, discussion, brainstorming, networking, product development, financing, marketing, distribution. Call: Dr. Ipser, (510)494-8765. [Exp. #143.]

Bay Area Video Coalition. A place for independent videomakers to communicate with each other and the larger media community. $10 for nonmembers. Call: Anne Etheridge, (415)861-3282. [Exp. #140.]

Black Data Processing Associates, Silicon Valley Chapter. Meetings: 4th Thurs., 6:30 pm, Amdahl Corp., Bldg. H, 1240 E. Arques Ave., Sunnyvale. National network of DP professionals, educators, students, and vendor reps. Call: Willie Mackey, (408)280-7624 or email: *wjmackey@bdpabac.com* . [Exp. #140.]

Business Marketing Association. Meetings: 4th Wed., 11:30 am, Marriott Hotel on Great America Pkwy., Santa Clara. A professional organization for business-to-business marketing professionals; CBC certification, topical programs, seminars, job bank. Call: (408)365-9815. [Exp. #142.]

Center For Software Development. 111 West Saint John, Ste. 200, San Jose. Provides resources for self-service testing, prototyping, and porting on many different platforms. Call: (408)494-8378. [Exp. #144.]

Computer Professionals For Social Responsibility/Berkeley Chapter. Meetings: last Sun., 3:00 pm, BMUG Offices, 2055 Center St., Berkeley. Meetings are open to the public and free. Call: Karen, (510)987-0567 or *cpsr-berkeley@cpsr.org* . [Exp. #140.]

Computer Software Industry Association. An association working to keep California safe for the software industry. Call: Kaye Caldwell, (408)479-8743 or *kaye@ix.netcom.com* . [Exp. #143.]

Independent Computer Consultants Association. Meetings: 2nd Tues., 6:00 pm, The City Club, 155 Sansome St., San Francisco. Open discussion, questions and answers. Call: (415)399-0305. [Exp. #144.]

International Interactive Communications Society. Meetings: 2nd Tues. Professional association for individuals involved in multimedia, from marketing to graphics and programming. Call: (415)553-2202. [Exp. #142.]

National Writers Union. Meetings: 1st Wed., location changes. Monthly meeting for professional technical writers. Call: Andreas, (415)333-0921 or *andreas@netcom.com* . [Exp. #140.]

North Bay Information & Technology Association. Meetings: monthly, North Bay's premier trade organization for software and information technology professionals. $20 for nonmembers. Call: 1-800-457-5570 or (415)382-1108. [Exp. #141.]

Rexx Language Association. A consortium of those who deal at some level with the Rexx language. For membership info send name and address to *pjt@wrkgrp.com* or RexxLA Membership, 6300 N. River Rd., Ste. 501, Rosemont, IL 60018; fax (708)696-2277. [Exp. #140.]

Society For Technical Communication, San Francisco Chapter. Meetings: 3rd Wed., 6:00 pm, program at 6:45 pm, Stagecoach Restaurant, 44 Montgomery St., San Francisco. Job listings, guest speakers, technical publications competition, newsletter. Call: (415)985-7121. [Exp. #139.]

Society For Technical Communication, Silicon Valley Chapter. Meetings: 3rd or 4th Thurs., 5:30 pm refreshments, 6:30 pm dinner, 7:15 dessert. Sunnyvale Hilton, 1250 Lakeside Drive (off Lawrence Expressway at 101). Guest speakers, special interest groups, networking, job listings, newsletter. Call: (408)737-9426. [Exp. #143.]

Software Forum (formerly SEF). Meetings: 3rd Wed., 6:30 pm, Elks Lodge, 4249 El Camino Real, Palo Alto. Industry association dedicated to software developers and entrepreneurs, offering information and education on all facets of the software industry. Call: Barbara Cass, (415)854-7219. [Exp. #144.]

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Venture Capital And The Internet

continued from page 156...

backed by venture capitalists, rush in and solve all of the input problems on the Internet, plus the entrepreneurial chip makers and communications tool people that are working to create compression chips that compress multimedia content down to manageable levels, then you're going to really see the ultimate blossoming of the marriage between multimedia content and the personal computer.

Eventually you'll be downloading movies and infomercials and other content into your television, you'll be downloading your music into your stereo, and then you'll be using online services to do your homework and do business research and gather information and then also communicate with other people from your home, around the world.

It was reported somewhere that the number of personal computers sold into the home has just surpassed the number of personal computers sold into business. I believe that there are two things driving that: One was in part CD technology, and that's more kind of a novelty. It gave parents and people who buy computers for their home one more use for their computer at home. The second thing is obviously the whole online and Internet phenomenon.

I see the continuation in the trend of computers going into the home, and I think that will continue to accelerate. And I would predict right now that eventually the personal computer into the home will become as ubiquitous as the television set, which I think has something like 98% penetration into the home, whereas I think the personal computer is only [up] to 30 or something. And what will drive that is the Internet, ultimately. Projecting out, there will be certain transactions that people will execute on the Net—like checking your checking account, ordering plane and concert tickets, ordering all sorts of things—which will make having email and an Internet address kind of a must-have, or else you'll be at a disadvantage in society. I call this overall phenomenon the automated-tellerization of society.

So I think where the hype gets out of distortion is when people build their business plans around the Internet as a channel and as their only channel because they're so in love with technology that they forget that, really, we're still in kindergarten or even playschool in terms of the development of the Internet. I mean there's only three million casual Web surfers right now on a good day; and that, compared to 250 million people in the United States, is an extremely low percentage, a very humbling percentage of our population. So it's not ready for prime time.

That's going to take three to five years, but once that critical mass of users comes up to a certain point, then all sorts of other new opportunities will be created. But I think what will happen while that phenomenon is occurring, is all these entrepreneurs will be out solving all the technological disadvantages, helping to organize people so that they can get at the information they need. They're creating search-and-retrieval engines and the tracking systems so you can tell who's visited your site. There's all sorts of private companies that are scattered everywhere that are out busting their ass to create the technologies to solve all these issues, which are all great opportunities for venture capitalists.

I believe that the efficiencies and power gained through networking, whether it's networking technology within a company or just the emerging consumer network in the form of the Internet, take the efficiency of the personal computer times a zillion.

I would even go so far as to say that it's going to make the personal computer revolution look like we were playing with tinker toys.

Richard Shaffer
Technologic Partners
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Will we look back, a decade or two hence, and see changes of similar magnitude [to those brought about by the Interstate highway system in the '50s] wrought by today's electronic infrastructure projects? Will brand-name Web sites be as familiar as Mobil stations and franchise fast-food restaurants and motels at the interchanges along the concrete highways? Will the Internet have fundamentally altered the patterns of commerce and the economics of distribution of information, spawning hugely successful new companies, creating whole new industries and destroying others?

The venture capital community certainly seems to be betting it will. In the past six months, interest in all things related to the Internet has skyrocketed. One of our friends says that Internet deals being shopped around now outnumber traditional communications infrastructure deals by 10 to 1. In our survey of first-quarter venture activity, eight Internet-oriented companies raised $32.5 million altogether...[which] included several large deals for access providers. That's nearly as high as all of last year.

We expect to see plenty more venture-backed Internet companies formed in the coming months. Although there are doubters who think that the long-term business models for making money on the Internet aren't clear yet, it'll be tough for even the most resolute skeptics to resist this incandescent market.

Aside from the hype and the hypergrowth rates, there are other forces that will boost the formation rate of new Internet companies. As one of our friends in the venture community notes, the number of entrepreneurs who are technically competent to start and run cutting-edge telecommunications equipment companies, for example, is limited. The Internet companies are drawing on a much larger and more diverse talent pool—ranging from software developers and hardware engineers to advertising, video, and even ink-stained media types. With a vast supply of people and ideas—and a torrent of venture money looking for a home—the market for these new information technology companies isn't likely to cool off just yet.

Update

Last year, for the annual *MicroTimes* Venture Capital issue we talked (via email) with Don Gooding at Accel Partners and Wade Woodson at Sigma Partners about the impact of the Internet on venture capital—how they are using it, how they see the Net as an emerging business platform, and what investments they are making in Internet-related companies. We returned for an update to see what has changed over this last year.

—*Michael Robin*

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Venture Capital And The Internet *continued...*

Don Gooding
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Since a year ago, there have been many VC investments in Internet-related companies, and many existing investments that have been drawn into the market.

In addition to UUNET, we've added MPath Interactive (entertainment) and Hybrid Networks (Internet access over cable TV).

We continue to see opportunities in Internet tools (Web applets, electronic publishing tools, and platforms), infrastructure, and innovative applications.

We've seen many plans focused on particular vertical markets—medical devices, mutual funds, fabrics, construction materials, event promotion—in the new area of electronic markets/malls/catalogs/publications. Eventually someone will come up with a snappy name for this; I call it e-markets internally. The issue we are wrestling with is that we have no background investing in either publishing or retail; will we really understand the critical success factors in these new businesses just because they have a technology component?

Wade Woodson
Sigma Partners
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Last year, I mentioned that the Internet holds great potential for entrepreneurs who understand its essence and culture.

I have seen a huge number of Internet-related business plans in the last year. Too many of them, however, are based on products or services that should be shipping today rather than six months after funding. At Sigma, I am looking for those few startup teams who have a clear vision of the shape of the Internet twenty-four months out and can be the first entrants in new market segments.

To date we have made three Internet-related investments in teams that we believe understand the Internet well enough to have this vision. PSI was the first access provider to focus on commercial access, the first to offer dial-up service, the first to install a frame relay/ATM network, and the first to offer a comprehensive, robust product line from consumers up to corporations. Vermeer Technologies of Cambridge, Mass., identified the potential of the World Wide Web eighteen months ago and is about to release a tool for developing Web applications, not just HTML. The product is designed for the kind of Web topologies likely to predominate by the end of the year. Cascade Communications is a pioneer in flexible, inexpensive network access hardware that enables the rapid deployment of broad, high-speed Internet service.

Both PSI and Cascade are public now. Another "info highway" investment of ours, Harmonic Lightwaves, also went public this year. The public stock market has shown a good appetite for Internet-related IPOs. Currently, this appetite shows no signs of diminishing. The market is savvy enough to know that the access companies (like PSI) should be investing heavily at this time to build market share and thus will incur operating losses for several years. The product and tool companies, though, still should be profitable before attempting an IPO.

I have received numerous proposals via the Internet but with mixed results. Venture capital decisions at Sigma are significantly driven by our personal confidence in the entrepreneurs. There is no substitute for in-person interaction for developing the kind of partnership we want to have with the founders. In establishing any new business relationship, it is important to use the Internet as a means of facilitating personal involvement, not eliminating it.

An important question for the Silicon Valley and venture community is the appropriate financing model for content-based service companies. To date, the classic venture financing approach has had poor success in building content-based businesses. Very few books, magazines or publishers have been venture funded. Although we made a successful investment in Electronic Arts, the successful venture-backed entertainment companies have been few and have primarily been those companies with competitive advantages in distribution rather than content.

The Internet dramatically reduces the barriers to entry for new content-added-value companies. Whether these companies should be venture funded, bootstrapped, or supported by large publishers remains to be seen. My suspicion is that a very few content-based startups, with creative strategies for unique content services that could not exist before the Internet, will achieve the size required to make venture financing attractive to both the investors and the founders. ■

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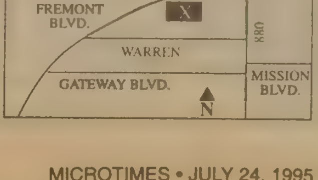

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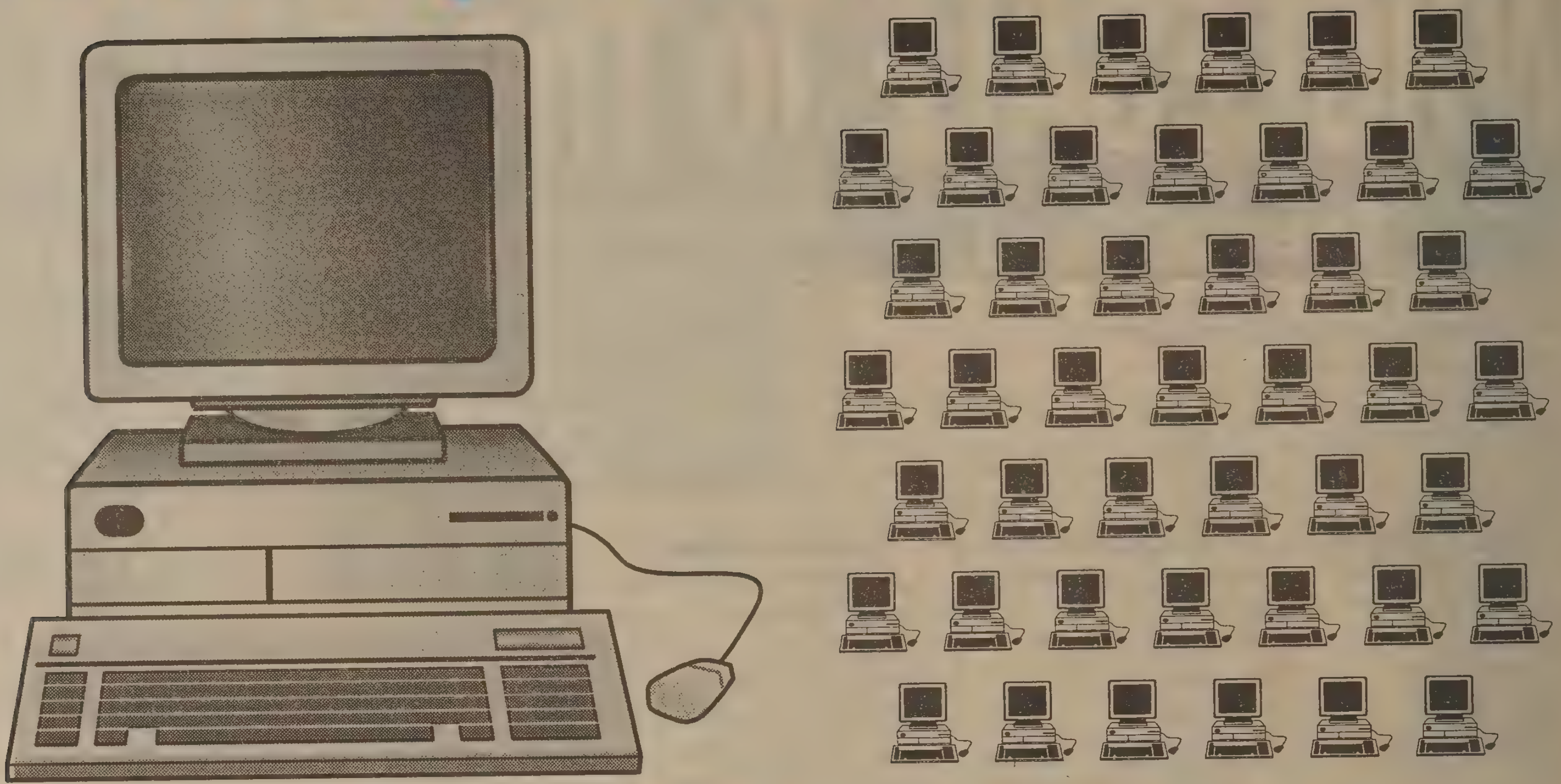

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Womens Wire Soap

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Rhine's exit from Women's Wire came not long after venture capital was brought in to bolster the finances of the company, and a major reorganization of the management structure was imposed

stuff—the interpersonal contact between hosts and management. She recruited volunteer hosts to moderate the fifty-five conversational "forums" online. She trained them, nurtured them, and served as arbitrator when disputes arose. The hosts clearly valued Rhine's community-building skills, and viewed the hours they devoted to their online hosting responsibilities as a labor of love.

Enter The Investors

By the beginning of the summer, Women's Wire had reportedly gone through nearly all of its initial capital, which inside sources say was between $350,000 and $500,000. Pack and Rhine began discussing how to get more money.

Pack says that she and Rhine agreed to seek venture capital because "we were in an industry that was moving very fast. We knew that it was a very capital-intensive business; our goals were to reach millions of women. We knew that it would take a lot—both from an infrastructure perspective and from a marketing perspective—to accomplish that."

Rhine's description of the situation is more guarded. "There were varying views on whether bootstrapping was the way to go or whether to come in with more resources to have staff working on content development. There are different ways you can develop an online service—you can grow slowly and be very frugal, or you can bring in venture capital and build more quickly."

Then Marleen McDaniel entered the picture. She guaranteed she could raise money. By October, she had lined up an investor: El Dorado Ventures in Cupertino. But with the venture capital came a restructuring of the business. McDaniel became chief executive officer. Pack, who had been president of Women's Wire, became vice president of product development. And a three-member board of directors was formed. On the board were McDaniel, Pack, and Shanda Bahles of El Dorado. Rhine was not included.

So why did McDaniel become head of the organization when she had been involved with Women's Wire for less than six months?

According to Rhine, McDaniel insisted that Bahles would not invest in Women's Wire unless McDaniel was made head of the organization. But Bahles's version differs. "It was not my choice to make Marleen CEO... They presented me with a team that I said makes sense."

Whatever the reasons for this restructuring, the result was that Rhine was being edged out.

The $1.5 million that McDaniel brought into Women's Wire was put to work. The staff increased from five to fifteen. The headquarters were moved from a cramped room in South San Francisco to an office three times its size in San Mateo. Existing computers were upgraded and more were brought in. And emphasis shifted from online conversation to providing more prepackaged data. Words like "community" began to be replaced by talk about "product."

Beware The Ides Of May

By November, hosts felt intimations that there were behind-the-scenes struggles in management, but few realized what it was building to. Then, on May 15, Pack posted a startling announcement in a hosts-only forum on Women's Wire. Nancy Rhine was no longer with the company.

A shock wave spread through the hosting community. Many hosts got the impression that Rhine had not left by her own choice. Three hosts quit in protest of what they perceived as Rhine's firing.

Several hosts have commented that the way Rhine's departure from Women's Wire was handled was disturbing. As Kathy Watkins, who hosts the Political Pub forum, said, "One of the things that really irritated people about the way this was announced was that it gave the impression Nancy had done something wrong. Somebody even asked, 'Does she have a drinking problem, is she chronically late?' There are ways to do it that are professional, there are ways to do it that are underhanded. They gave the impression that Nancy had done a poor job."

A week after Pack's announcement, both Rhine and McDaniel posted statements online. Neither addressed the reasons for Rhine's exit from Women's Wire, and what was stated had the diplomatic, tight-lipped tenor and rubber-stamped appearance of attorneys' handiwork. "Yesterday, on May 24, we reached an amicable separation..." wrote McDaniel. "Women's Wire and I have reached an amicable settlement..." Rhine posted.

In a June interview, Pack also used the phrase "amicable settlement," and expressed concern that the hosts on Women's Wire who were distraught by the way Rhine's exit was announced just didn't know the facts. "There's a lot of speculation, but they don't know. The important person is Nancy, and that's who I would listen to," she said.

But Rhine can't talk. All the principals are contractually bound to silence regarding the reasons for Rhine's departure, a fact Pack is fully aware of. "Part of what we did together is that both parties said, 'We are not going to discuss the details of what has occurred,'" she said in the same interview.

Informed Speculation

Most hosts assumed that the cofounder of the company would automatically be an owner. How could an owner give up a company that she had put so much of her energy, heart, and soul into? "I wasn't an owner," said Rhine tersely, "they were wrong." But Rhine and Pack started out their business relationship with contracts between them. What happened?

The general consensus among hosts, according to Dr. Marie Kerr, a family physician who hosts a forum called The Doctor's Inn, is that Rhine was manipulated into handing over control of Women's Wire to McDaniel. "If there was any mistake on

Womens Wire Soap *continued...*

Nancy's part it was that she was too nice, too trusting... She was presented with the idea that Women's Wire was going to collapse if she didn't accept the compromise," she says. "She gave away her power until she was just cut out."

Rhine had reservations about McDaniel from the very beginning, says Kerr, who has known Rhine since they met on The Farm twenty-five years ago. "I met Marleen when Nancy and Ellen were considering bringing her in," Kerr said. "Nancy pointed her out [at a Women's Wire picnic], saying that she was maybe being brought in for venture capital. Way back then Nancy expressed concern that Marleen didn't really understand what Women's Wire was all about."

What Women's Wire is about, as far as its hosts and subscribers are concerned, is community, according to Naomi Pearce. Pearce, a founding subscriber and former beta tester who currently hosts a forum called the Leisure Lounge, echoed similar concerns about McDaniel. "Marleen thinks her product is information and I think she's wrong, wrong, wrong. The product itself is the community; she fundamentally doesn't get it and I think that's a really bad sign for Women's Wire... People get online for perceived practical reasons, for the content, but they stay online because our overall culture is hungry for community."

Certainly nobody wants to see Women's Wire crumble. As Rhine posted in her textual farewell to her job, "I wish the best for this pioneering service, its employees, and its many amazing subscribers and hosts. And I remain firmly committed to fostering community online and helping to bring more gender balance and cultural diversity to the Net."

But the sense of unspoken subtext that surrounds Rhine's departure from Women's Wire continues to rankle. According to Kerr, it has seriously damaged the bond many hosts felt with Women's Wire management. "We know there's a lot going on that they're not talking about. The trust has been broken. It's a great loss."

There's no doubt that bringing McDaniel aboard altered the course of Women's Wire. But whether the company would have continued its slow-but-steady increase in subscribers or was about to crash in flames due to a lack of funding is a matter of opinion. One thing is certain, though. Rhine's departure has left a hole in the fabric of the Women's Wire community.

Kerr summed up her feelings of loss in her post in The Doctor's Inn. "Nancy was the feminine balance to our Wire with her nurturing of community and communication. Without her we are shifted towards the masculine aspects of finance and business, at the expense of our powerful yet often neglected feminine qualities. Both are needed. Both are essential. One is missing. My heart is sore, and this labor of love is difficult without the woman who inspired me and encouraged all of us to give unselfishly for the last two years." ■

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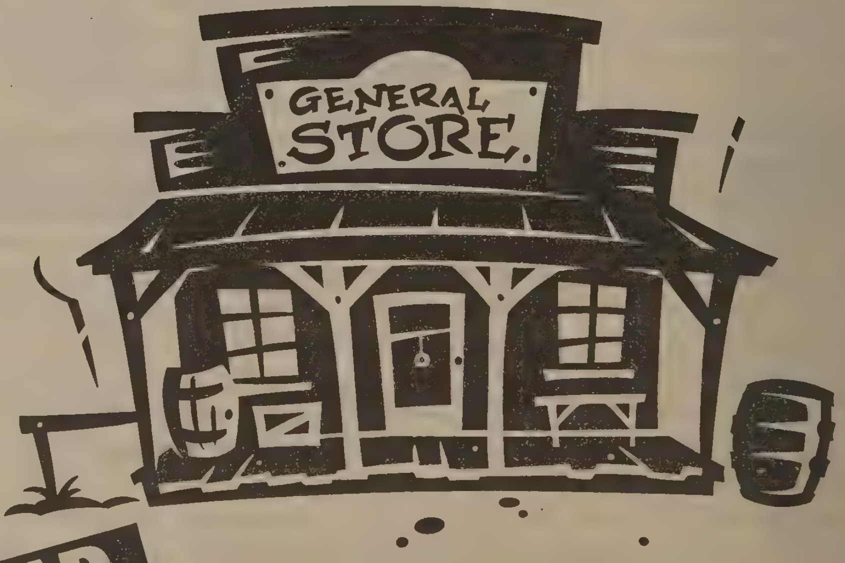

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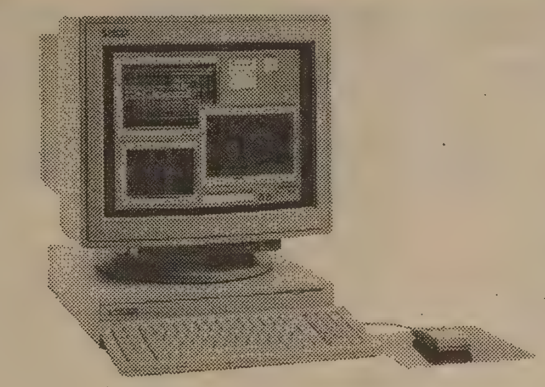

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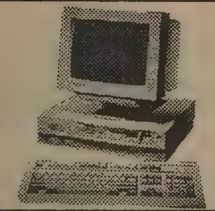

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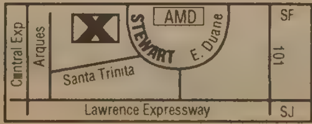

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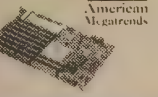

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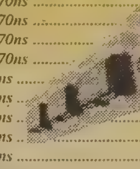

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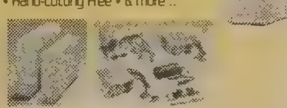

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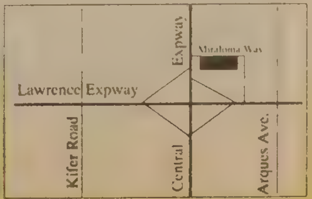

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- 101 Key Enhanced Keyboard
- Mid Tower Case with 230 W. Power Supply
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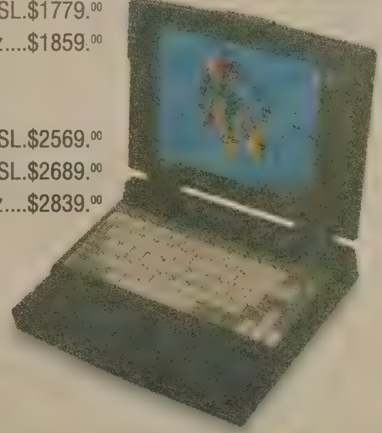

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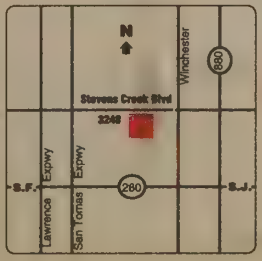

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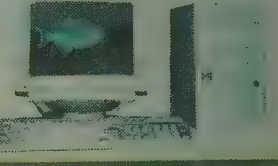

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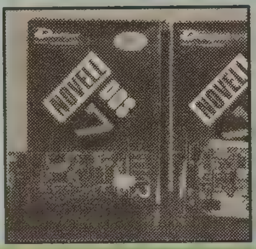

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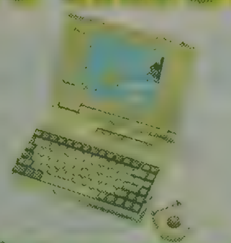

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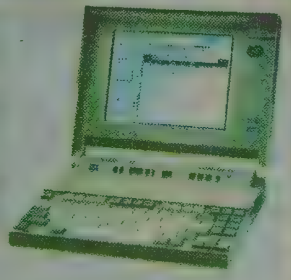

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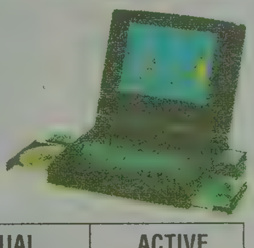

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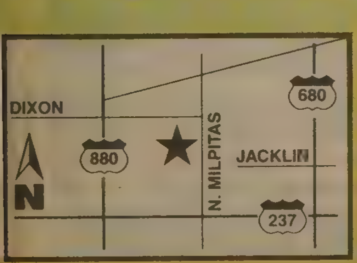

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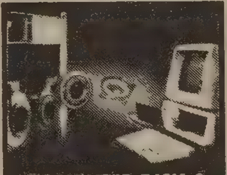

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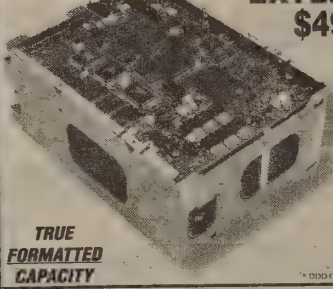

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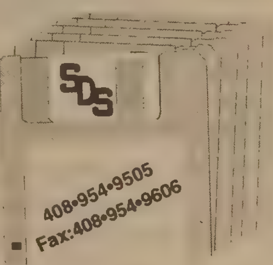

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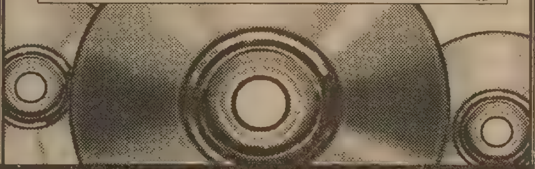

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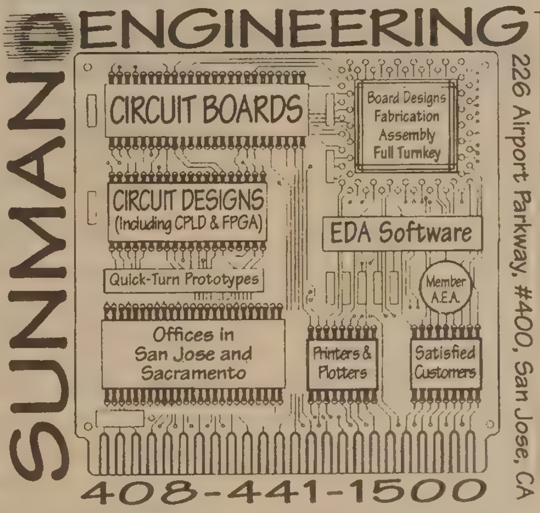

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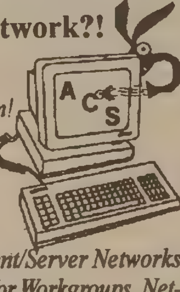

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continued from page 310

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September 17 Internet Exploration Seminar. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

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September 19 Excel 5.0 Win/Mac, Level 3 Class. Emeryville. NCS. Call: (510)653-0808.

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September 24 Intro To Internet Commerce Seminar. Palo Alto. Internet Business Solutions. Call: (415)617-3722 or *info@interbiz.com* .

September 25 Object-Oriented Programming In C Class. Pleasanton. AT&T Technical Education Center. Call: Adrian Kendrick, (510)224-3929.

September 25 Windows Tips, Techniques, And Shortcuts Seminar. San Jose. National Seminars Group. Call: 1-800-258-7248.

September 25–26 Intro Photoshop Class. Oakland. MacPeople. Call: 1-800-360-4606.

September 25–26 Novell System Supervisor 3.12, Day 1 And 2 Class. Emeryville. NCS. Call: (510)653-0808.

AMIGA *continued from page 290*

stroke hides the speedometer. Ping-pong looped playback is an option; playback frame rate is adjustable. It is also fully controllable through ARexx! Nice touch.

The thick 337-page manual is chock-full of tutorials. I found the inclusion of a one-page epileptic seizure warning a little interesting. It appears to relate to playing games, so I'm assuming its inclusion was a mistake; however, Amiga animations can be pretty intense, so... Nah!

DPaint V comes on four disks, which include various example pictures, brushes, and images. There are even a couple nice Karafonts thrown in for good measure.

The minimum system requirements are 2MB RAM, two floppy drives, and OS 2.04 or higher. However the "recommended" set-up suggests the AGA chipset, a hard drive, an '040 CPU, and 2MB Chip and 2MB Fast RAM. The additional memory and horsepower is definitely needed, particularly when using the Backing Store feature. All of the new features seem to have taken their toll on performance, as this version seems decidedly slower than DPaint IV AGA.

RESOURCES:

DeluxePaint V, $199
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24-BIT BOARDS

DPaint did not work well with my Retina 24-bit graphics card, particularly the palette screen. I've been told by EA that DPaint V was written with the idea that it would work with 24-bit boards with some additional support drivers; however, so far no one has pursued this.

CONCLUSIONS

Despite all of the push towards 24-bit on the Amiga, 256-color images with the right color palette and dithering will often do the trick with minimal loss in visual quality. This works particularly well with text that might be composited over a 24-bit image. Plus, these images require less RAM and are a lot easier for your computer to handle. I've also used 16-color (particularly black-and-white) images for simple backgrounds with good results. You can even use several 256-color brushes and composite them into a 24-bit screen with impressive results, using an image processor or even DPaint with Backing Store.

It may be out of habit, but when working with register-based images, I always seem to gravitate towards DPaint. I cut my graphics teeth on DPaint and it has grown right along with me. DPaint V may not knock your socks off with features, but it is a better DPaint, and that is enough for me. ■

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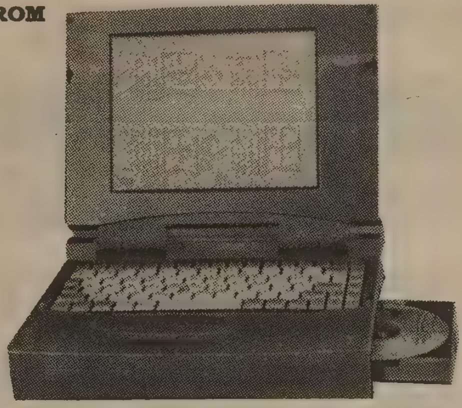

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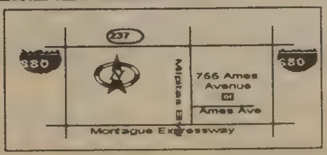

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PC MAC DOES WINDOWS TOO

continued from page 294

end machines, but a Mac developer with a DOS card can save a Director or mTropolis document as Windows, and run-test it in the same machine.

Most multimedia developer shops are mixed mode, with Macs, PCs, and SGIs sharing the same floor. They routinely task out machines for different jobs and pass files back and forth among them like a tennis match. The DOS in Mac machine can serve well here by double-hitting. As computers collaborate with us in more and more functions of daily life and business, Macs and PCs are rubbing shoulders more often. DOS in Mac machines can speed things up here, too.

DOS TALK

These books have helped me through the dark of DOS, most often when I needed that cryptic command and couldn't remember which incense to burn.

Murphy's Laws of DOS by Charlie Russel ($12.99, Sybex) tells it like it is and doesn't assume any preknowledge of PC arcana. He elucidates how different functions and commands work in relation to the whole OS, and does so in English. He gives crib sheets for running popular PC programs, and breaks down command types: commands you will actually use, those you will use only once in a while (if ever), and "those you should leave alone."

DOS 6.2 Instant Reference ($9.99, Sybex) is a really good, compact quickfinder for dire DOS needs. *The PC User's Pocket Dictionary* does that too, but goes much further in covering terms for the whole computer world, helping to put all this in context.

Also, the *Windows 3.1 Instant Reference* ($9.95, Sybex) was yanked off the shelf more than once to help navigate through that MacAlike environment. Here's a genuine hot tip: Robert E. Waring's *DOOM Totally Unauthorized Tips & Secrets* ($9.95, BradyGames). And while we're at it, *Dr. Mandell's Ultimate PC Desk Reference* ($26.99, Alpha Books) by Dr. Steven Mandell is a good introduction to computing for beginners, and also can help you find PC resources that will now be available to the DOS/Mac hybrid user. ■

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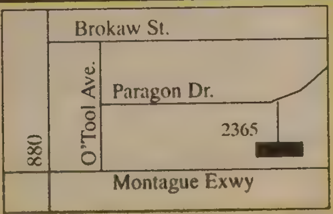

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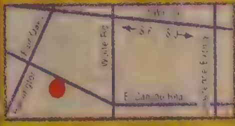

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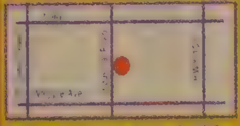

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1. One year parts and labor warranty on systems.
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3. Prices and availability subject to change w/o notice.
4. Shipping, insurance and COD charges are extra and non-refundable. Prices reflect cash discounts.
5. Return shipping must be insured, prepaid and bearing an RMA# on the shipping label.
6. Defective items replaced or repaired at our discretion.
7. No responsible for typos.
8. All returns subject to 15% restocking fee and cover only Hi-Tech USA brand computers, excludes peripherals and software. No refunds after 30 days.
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IDE I/O (2S/1P) w/16550 UART Chip	19
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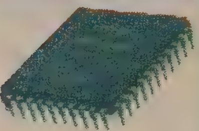

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387SX-40 Box	32
387SX-33 Tube	22
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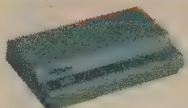

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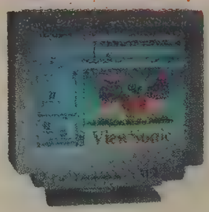

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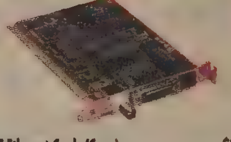

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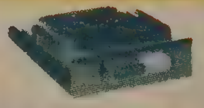

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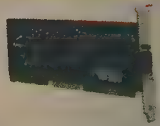

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- Carrying Case
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- NIMH Battery
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3. Prices and availability subject to change w/o notice.
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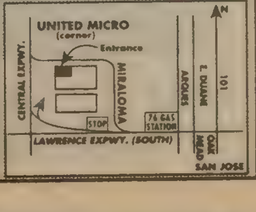

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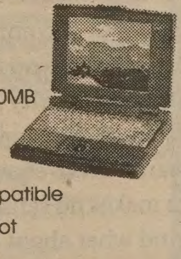

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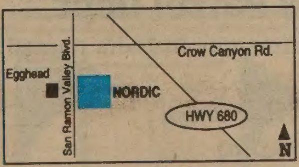

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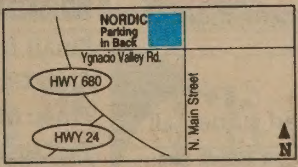

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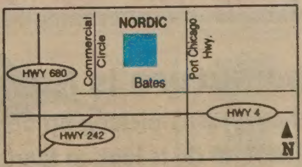

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DVORAK'S LAST COLUMN • BY JOHN C. DVORAK

News Of The Weird

Or

It's Going To Get Worse Before It Gets Better

It's time to dig into Dvorak's grab bag and look at some of the weird news stories and letters that have accumulated.

What's Wrong With This Picture?

The first one is an odd story about Brian Michalovic, who was a D student when he dropped out of Drexel in 1986. He went back to Drexel as an employee, worked his way into the computer department, then allegedly went into the computer records and deleted some poor guy's name and substituted his own. He was now a graduate! He quit the job at Drexel and went to work for the government as an asbestos inspector with the US Department of Health and Human Services for $23.50 an hour.

He was caught because, according to United Press, "Drexel security officers became curious as to why Michalovic abruptly quit his job and ran a check of computer records."

Is this story odd or what? First of all, since when do security officers care an iota about personnel? And how do they become computer research savvy enough to uncover a file change? This makes no sense.

And what about this Brian character? I mean if you're going to go in and change records, don't you think you'd give yourself an MBA or something a little more interesting than some low-level degree so you can inspect asbestos working for the government? D student, indeed.

The Future Is Now

If the UPI isn't picking up bonehead stories, all we have to do is look to Reuters. The news service decided to release Peter Cochrane's predictions for the next fifty years. Cochrane is considered (by Reuters) "a leading British technology futurist." Here's news you can use. For fishwrap. Here's the best of the predictions:

1) By the year 2020 we'll have wires in our brain hooked to nerve-cell based chips so our memory can use memory outside our own brain. Good luck making this work!

Here are some Cochrane quotes:

"The link would create a physical connection between the carbon-based memory of the human brain to the silicon memory of the computer chip."

Remember the quote from *Star Trek*, "Carbon-based units must die!" The guy has been watching too much TV.

> *Expect more **unbelievable "news"** and statistics from sources with a hidden agenda as our **Information Cow Path** becomes clogged with cow manure...*

Cochrane: *"At 2015 the computer will be equal to you and me in terms of storing the stuff you and I can store."*

More predictions:

2) Artificial noses will be able to detect the entire array of odors identifiable to humans by 2008.

I like the way he is so precise with these dates.

3) Within fifty years scientists may be able to link the human brain directly to a computer.

It's called a keyboard.

Malarkey Patrol Dept.

Email from some guy in India named Rishab Aiyer Ghosh.

From: Rishab Aiyer Ghosh

To: List of Journalists

Subject: Survey: Paedophilia on the Internet, the real numbers

Off the Cypherpunks list:

April 10 (nWNS): The netWalker News Service recently completed an extensive survey of the over 20 million users of the Internet, and have found that 88.5% express paedophilic tendencies. A previous survey, conducted 5 years ago, showed that only 40% of Internet users expressed interest in child pornography, while the latest figure is 93%. This dangerous trend coincides with the increasing popularity of the Internet and online services, especially the increased coverage in the popular media.

Additionally, 60.4% of the users have access to nuclear, chemical, or biological weaponry, and are extremely likely given their anarchist beliefs to resort to terrorism. In the 1990 survey, the corresponding figure was 23%.

The nWNS is of the opinion that the solution to these alarming developments is to legislate a complete ban on media coverage of the Internet, augmented with amendments to the International Treaty on the Rights of the Child, following the recently passed ban on terrorists and paedophiles themselves.

nWNS bulletin #95Q20341

All nWNS Internet user statistics have a margin of error of 3%.

Don't you love that 3% margin of error statement at the end? That means it must be true, eh? Expect more unbelievable "news" and statistics from sources with a hidden agenda as our Information Cow Path becomes clogged with cow manure...otherwise known as... ■

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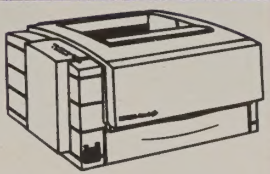

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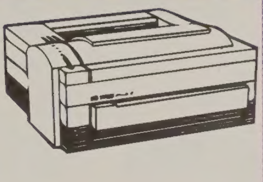

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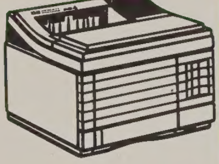

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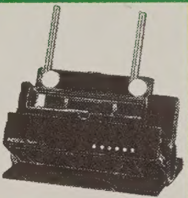

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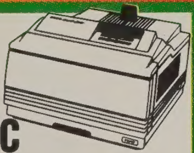

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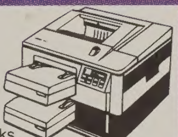

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- 75,000 page/ month duty cycle and flexible paper-handling
- HP quality and reliability

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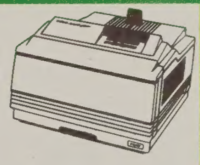

- HP's fastest desktop printer
- Crisp 600 x 600 dpi print quality
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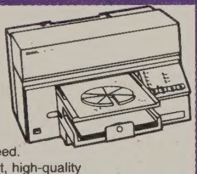

- 600 x 300 dpi black text at up to 7 pages per minute produces high-quality output at business speed.
- 300 dpi color at 1 to 2 minutes per page creates fast, high-quality output with bold, brilliant colors and true black.
- Plain-paper printing for both black and color saves money and allows convenient use of common office paper stationary.
- Built-in high-speed Centronics interface and optional HP JetDirect cards provide powerful, flexible connectivity.

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- This small footprint home or office scanner includes software for graphic editing, OCR and software to emulate a copier on your home printer.
- 300 dpi
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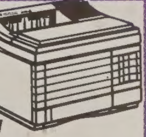

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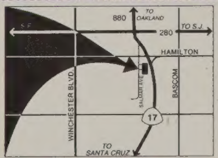
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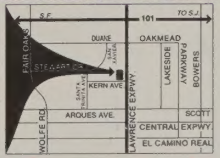
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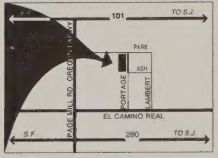
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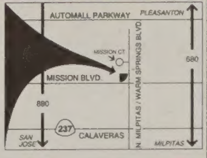
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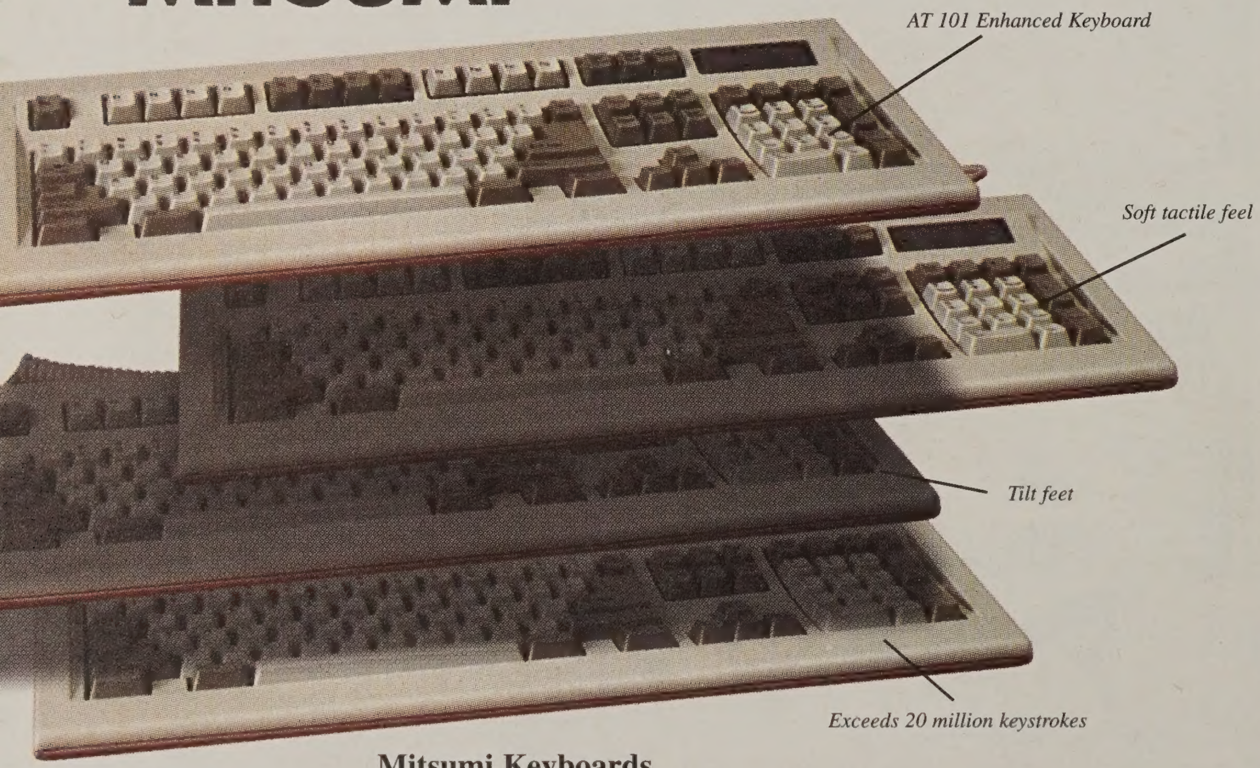

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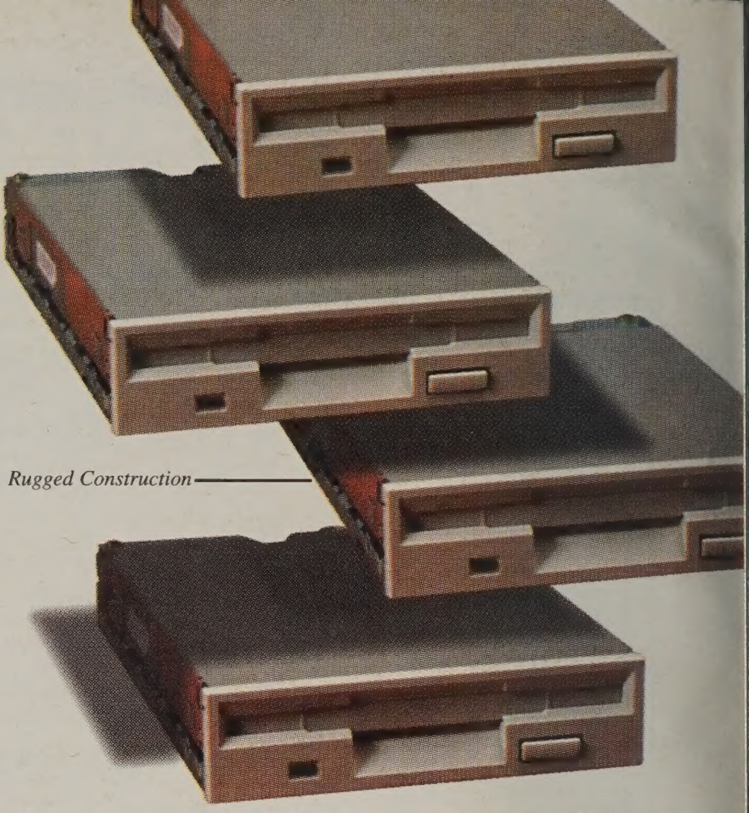

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